

NOVEMBER 9, 1957

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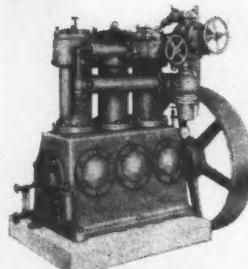
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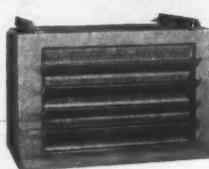
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News and Views

THE NATIONAL

PROVISIONER

Vol. 137 No. 19

NOVEMBER 9, 1957

On the 'Spot-Nik'

One probable result of our entry into the "watching-over-the-shoulder" or "sputnik" era is that, whether we like it or not, some of our personal and business freedom is going to be lost. The restrictions of World War II were imposed and accepted (or unopposed) in a situation in which the average citizen felt far less personal peril than he does today.

There already have been suggestions from responsible men that a "crash program" is needed to catch up with Russia, and that another crash program may be necessary to perfect our defense against missiles. It is not difficult to envisage a succession of "crashes" through the years ahead as we strive to exceed and/or checkmate the achievements of our enemies.

No one should forget that such programs will eat up—not dollars alone—but the physical and mental resources which we should use in maintaining and expanding what we describe as "the American way of life." We will not be turning out production goods, or consumption goods, but destruction goods. National dedication to the science of death may preclude attention to the sciences of life.

Scientist Teller's admonition that we might do well to forget chrome on our autos, and new models each year, in order to meet the Russian challenge, is only a hint of the disruption that American business and our economy might face if the pressure of fear should become too strong.

If we proceed too far down that path there is always the danger that we will stand, at the end, as regimented and freedomless as those we now oppose.

Realistic appraisal of the situation shows that our "spot" is not a happy one. We can only hope that the measures we take as a people preserve us without sacrificing our national principles and culture.

Kansas City retail meat cutters returned to work late this week with a new two-year contract after dropping demands for a provision that no meat cutter or wrapper should handle more than \$1,000 worth of meat in a work week, or \$25 worth per hour. About 1,000 members of Local 576, Amalgamated Meat Cutters and Butcher Workmen of North America, AFL-CIO, had been on strike since October 25. The old contract expired October 1. The new contract, ratified by the membership on November 7, grants an immediate wage increase of \$4 a week for head meat cutters and an additional \$4 next year. Journeymen will get \$4 more now and an additional \$3 next year. Health and welfare, vacation and other improvements also were granted. The demand for a maximum work load was the first of its kind in the retail meat industry. C. N. Nothnagel, secretary of Local 576, said that the stores "have piled up more work all the time" since meat cutters have been put in back rooms to cut and wrap meat for self-service displays. Management protested that a maximum work load would require the hiring of many more employees since 30 to 35 per cent of meat handled by the struck supermarkets is prepackaged and requires only price marking.

Cease-And-Desist orders directed at two New Orleans area packing companies and an individual have been issued by the U. S. Department of Agriculture with the consent of the respondents, charged with violating the Packers and Stockyards Act. They are Arabi Packing Co., Inc., Dixie Packing Co., Inc., a wholly-owned subsidiary of Arabi Packing, and V. L. Brousse, who is a registered dealer at the New Orleans Stockyards and president of Arabi Packing. The USDA said that in addition to consenting to the issuance of the cease-and-desist orders, the respondents informed the Department that changes will be made in the management of their business in conformance with the orders. The complaints, issued by the USDA on September 6, had charged them with making rebates, giving favored treatment to an associate packing company, failing to buy cattle in competition with other packers and buyers and other violations. The Department cancelled hearings on the complaints, which had been scheduled for this week.

A Proposed Change in federal meat inspection regulations would delete from Section 17.2 (b) the requirement that labels bear a declaration of quantity in terms of weight or liquid measure. Another amendment would add a sentence saying that a statement of quantity, when used, shall not be false or misleading. Omission of the weight-marking requirement would affect only certain intrastate shipments, according to the USDA, since the Food, Drug and Cosmetic Act requires a quantity declaration on packaged foods moving in interstate commerce. Many state laws also require statements of quantity on labels. Persons who wish to submit written data, views or arguments concerning the proposed amendments have until November 29 to file them with the director, Meat Inspection Division, Agriculture Research Service, U. S. Department of Agriculture, Washington 25, D. C.

Maine Is Slated to become the 19th state with a state association of meat packers. A meeting to form such a group was scheduled for late this week in Waterville, Me. Leaders in the organizational effort include Bernard D., Roger and Hugh Stearns of B. D. Stearns, Inc., Portland, Me.



Purveyors See Training Control of Costs Among

REGIONAL GROUPS caucus to elect new vice presidents and directors. Upper group is the New England division; lower left is North Central and lower right is the group from the South Central Eastern division.

SALES activity in its broad sense—including pricing, salesman selection and training and product merchandising—and cost control for profitable operations, were two major management topics discussed at the fifteenth annual meeting of the National Association of Hotel and Restaurant Meat Purveyors, held at Phoenix, Ariz., last week. While some of the problems might be described as "burning," and the meeting was held "on the desert," conventioneers enjoyed the palatial comfort of a winter resort hotel and spent each evening at a social event at which refreshments were provided by supplier hosts.

SALES TRAINING: The selection and training of salesmen was a topic developed by several speakers. The Bridgford Meat Co. of San Diego, Cal., selects its salesmen from its truck drivers, reported Reggie Jensen, president. When a vacancy occurs in the driver classification, the applicants are carefully screened before one is hired. When vacancies occur on the butcher and sales staffs, they are filled by promoting truck drivers. This policy of promoting from within the organization has built up employee morale and has contributed to the tripling of the firm's business in the last seven years, according to Jensen.

The truck driver has an excellent opportunity to become acquainted with the company's customers and their problems and with the company's products and services. Once a man is selected for sales work, he is given formal sales training. The training policy pays since the firm has not lost any of its salesmen through job hopping.

If the plant is in need of manpower,

er, and a competitor's salesman or butcher seeks employment at the Bridgford plant, management insists that he give his employer two weeks notice and tell him that he is coming to Bridgford. The interview is terminated if he balks.

The chronic shortage of salesmen compels management to accept performance that is below standard, emphasized E. M. Rosenthal, general manager of Standard Meat Co., Ft. Worth. The fact that 80 per cent of sales volume is accounted for by 20 per cent of the salesmen is proof of the substandard performance. However, there is no need for this shortage since a firm can hire and train its own salesmen rather than try to buy a competitor's sales representatives. Rosenthal asserted that a man must be trained since nothing is more costly than throwing an untrained man into sales work.

Screening tests can be given an applicant to determine his suitability for sales work. The Nash-Kelvinator test

is one of the best, according to Rosenthal. The applicant must answer 25 questions designed to evaluate his aptitude for sales work and, if he scores under 16, it is a waste of time trying to train him since he lacks the qualities needed for a good salesman.

This test is given to all applicants who seek employment at the Standard plant. In general, only those who pass the sales aptitude test are hired even though their immediate job might be in production. When an opening can be foreseen in the sales force, the pre-screened employee is put through a training program of six to 12 months in which he works in every department in the plant and, at the same time, takes a basic sales training course at Texas Christian University. This training plan keeps the company supplied with competent sales personnel, Rosenthal observed.

The purveyors attending the convention took the test and results confirmed the belief that it measures sales ability. Those who considered them-

C. V. OLMSTEAD (center) manager of the food service division of Armour and Company, Chicago, and host at the barn dance cocktail hour, greets new and past association presidents, Clarence Becker (left) president, Becker Meat & Provision Co., Milwaukee, and Al Nathanson, treasurer, Old Colony Cha-Pac, Inc., of Boston, Mass.



Training Salesmen and Meeting Their Biggest Jobs

selves salesmen scored high—20 to 23—while those in the administrator class scored less than the magic 16.

Young college men who show an interest in sales are hired by his firm for a six- to eight-month training program and then are placed on straight commission, said Paul Spitzer, president of DeBragga & Spitzer, Inc. The applicants are informed that selling is a day and night job. During the training period the men are taught how to analyze their own approach, as the average customer does his own selling, Spitzer commented.

The salesman is only as good as his product and, consequently, he can only open the door. Whether it remains open for repeat business will depend on the manner in which the production team backs him up, said Stanley Katz, vice president of Stock Yards Packing Co., Chicago. The purveyor's butcher can be indoctrinated with a sense of pride in his ability to meet the exacting requirements of customers, and the shipping clerk can be taught the importance of proper dry icing and unbroken cartons on shipments. When the whole plant acts as a sales team the salesman can ask and get proper prices for his products, Katz said.

Fear—the fear of losing a customer because of price—is the biggest psychological stumbling block confronting the purveyor salesman, observed



HARRY RUDNICK, national secretary-treasurer, greets new regional vice presidents (left to right) Lester Simon, Table Supply Meat Co., Omaha; George Shenson, H. Shenson Co., San Francisco, Rudnick; Sam Stein, Grill Meats, Inc., Sandusky; Ben Butler, Southeastern Meat Co., Atlanta, and Morris Grossman, Old Colony Cha-Pac, Inc., Boston.

Joseph F. Madine of George Schaefer & Sons, Inc., New York. There is no basis in fact for this fear. The volume of ribs, loins, and other cuts that will move is predictable, and price cutting cannot increase this tonnage; it only wipes out the purveyor's profits. The phrase, "I can buy it cheaper," tends to put the salesman on the defensive. He should be supplied with reasons for his firm's prices, such as extra ageing shrink, closer trim, etc. Management must supply the salesman with these factual reasons. After the salesman hears the phrase, "You're too high," all day long he may become ready to accept it as a fact. Madine advised: "Treat the salesman to a dinner and carefully explain to him the reasons for the price, and actually let him see the facts of product preparation in the plant. He deserves this attention as he is the walking symbol of payroll and profits."

When the buyer states he can buy at a lower price, the salesman should

be prepared to tell him "we cannot afford to sell it to you at that price." This will tend to create a doubt in the mind of the buyer who needs the product for his own profitable operation. In many cases he cannot buy it cheaper. The phrase, "I can buy it cheaper," is just a bargaining device that must be met and frustrated with positive selling, Madine stated. There is no point in wasting time, the salesman's most precious commodity, on a price chiseler, Madine commented.

As a positive tool the salesman should be supplied with a price list in a form that reflects credit on the house; the customer learns 22 percent more with his eyes than he does with his ears.

The importance of backing up the salesmen with good workmanship from the butcher, shipping clerk and telephone operator, should be stressed to all employes. They must realize that without the salesman and the customer there is no need for any of

LEFT: Portion-controlled meats are up for discussion with Abner Michaud, president of A. Michaud Co., Philadelphia; Benny Winbaum, president, Vaunclair Purveyors Ltd., Don Mills, Ontario; and Murry Mendelson, general manager, Murry's Steaks, Inc., Alexandria, Va. CENTER: Alfred Mendelson, president, Murry's Steaks, Inc.; Walter K. Tode, director of cuisine for American Airlines, New

York and Nathan Schweitzer, Jr., president of Nathan Schweitzer & Co., New York, comment on meals as an airline service. RIGHT: New ideas hold interest of H. W. Abshire, president of Pasteur Corp., St. Louis; Stanley Feldman, vice president of Rueckert Meat Co., St. Louis, and V. F. Walker, Pacific regional sales representative for the Burroughs Corporation at Redwood, California.



their jobs, emphasized Madine. He observed that a complaint should be investigated and settled promptly and effectively since it is not only easier to hold a customer than to find a replacement, but the cost is lower.

A new product should be introduced with showmanship in a suitable setting, said Stanley Feldman, vice president of Rueckert Meat Co., St. Louis. His firm has introduced its new frozen portion-controlled meats in this manner. A ballroom in a leading hotel was rented, a dance band and entertainers were hired and a caterer engaged to provide refreshments. The firm's complete line of frozen portion-cut meats was shown to 1,200 guests. The total cost of staging the affair was \$4,000. No hard drinks were served. Acceptance of the firm's full line of 20 items has been good, Feldman claimed.

FRESH TO FROZEN: The company's business of supplying meat to public feeders has been converted to a frozen basis with virtually complete customer satisfaction and considerable savings, reported Sam Stein, president of Grill Meats, Inc., Sandusky, Ohio.

Stein said that the firm took a good look at its operations in 1953 and found that it was carrying a vast number of items and spending a great deal on sales and delivery. For example, it had a delivery truck for every two salesmen and each of these, in turn, was furnished with a company car. Deliveries were being made twice a week. The firm was offering 153 frozen and 600 fresh items, counting each size as an item.

Management decided to convert to a frozen basis to simplify its operations and reduce sales and delivery costs. The general sales manager and the division sales managers were trained in frozen meat merchandis-

BARN DANCE CAPERS: Left to right are the John Virgins taking the twirl, Wilfred Rystogi finds the bourbon to his liking, and the Ericksons and Rudnicks clap hands.



NEW NATIONAL OFFICERS are: Harry Rudnick, secretary-treasurer, Chicago; Urban Patman, Urban N. Patman, Inc., Los Angeles, first vice president; Al Nathanson, Old Colony Che-Pac, Inc., Boston, chairman of the board; Clarence Becker, Becker Meat & Provision Co., Milwaukee, president; Joseph Madine, George Schaefer & Sons, Inc., New York, N. Y., second vice president and Benjamin Finn, Benjamin Finn Co., Inc., Boston, third vice president.

ing. The first step in the conversion program was the education of customers to the advantages of using frozen meats in their public feeding operations. (Over 70 per cent acceptance was won for the frozen line before its actual introduction.)

Kitchen tests were made to determine the part played by meat in various menus and the line was consolidated into 154 items. This eliminated duplication and the slow movers.

The frozen meat line was produced 90 days in advance of its introduction. During the first phase of the changeover, the commission for the frozen item was doubled over that of its fresh counterpart; orders were still taken by advance salesmen and delivered by truck. When the changeover was finally made, route by route, the driver salesmen began servicing their accounts directly from 0° F. refrigerated trucks.

Gordon Erickson, assistant to the president, told the purveyors that many economies have been effected. The driver salesman collects for the merchandise as he fills the order. Eighty-eight per cent of the firm's business is now done on a cash basis. Almost all of the old accounts have

been retained after a temporary loss of about 10 per cent. The plant now operates on a five-day week, virtually all overtime has been eliminated and the plant staff takes its vacation at one time. Output is keyed to inventory level which is carried at a two- to three-week supply for the branch plants and one week for the Sandusky plant. Loss through product shrink is a thing of the past. The firm's fleet has been reduced by 10 trucks and six passenger vehicles. Sausage and sliced bacon are sold frozen. Sales of frozen sliced bacon have increased 300 per cent, according to Erickson.

The regular driver salesman is relieved once each month by the branch sales manager so that the former can devote a whole day to calling on new business. This gives the salesman a sense of accomplishment and, at the same time, the regular customers stay sold since they are dealing with the same man.

Portion control meats are not a side-line with his firm; they are the life-line, said Murry Mendelson, general manager of Murry's Steaks, Inc., Alexandria, Va. The business started nine years ago when, in a re-



tail operation, a butcher fabricated a frozen steak with improvised equipment. The firm now has a modern federally inspected plant with 17,000 sq. ft. of space in which 58 people are employed. Sales exceed \$2,250,000. Over 50 per cent of the business is done in 30 portion-controlled meat items. The firm serves an area of 100 miles. The steak company has found that its one big difficulty lies in occasional inability to get back its increased costs.

TRENDS AND FUTURE: A panel consisting of Louis Waxman, president, Colonial Beef Co., Philadelphia; Hy Tanenbaum, president of American Provision Co., Los Angeles, and Urban Patman, president, Urban N. Patman, Inc., Los Angeles, took a look at current trends and the future. They told the purveyors to remember that it is service alone they have to sell. With all using federally-graded raw material, no firm has a corner on quality. Volume, if gained by dropping a box of bacon at the corner drug store, is not the key to profit. Age and experience do not guarantee survival. Four Philadelphia hotel supply houses have recently closed their doors. Their business ages were 78 years, 45 years, 28 years and 20 years. The panel members said that in the face of aggressive competition by large and small packers, purveyor management cannot lapse into inertia.

Failure to add a profit to known costs, and allowing itself to be persuaded to sell at low prices, are the reasons why the meat purveying industry does not enjoy the margins it formerly obtained, said Peter Petersen, president of Petersen-Owens, Inc., New York. Petersen said that when he started in the business in 1924 his employer had a gross margin of 20 per cent and made a net of \$80,000 to \$100,000 on gross sales of \$1,000,000 to \$1,250,000. The profit is no longer there. He pointed out

PART OF THE PIONEER
group that formed purveyors' association during price control days: Left to right are Harry Rudnick, secretary-treasurer, NAHRMP, Chicago; Peter Petersen, president, Petersen-Owens, Inc., New York; Hy Tanenbaum, president, American Provision Co., Los Angeles; H. G. Ziegler, president, Ziegler Meat Co., Pittsburgh, and Ellard Pfafelzer, president, Pfafelzer Brothers Inc., Chicago.



that while there are more competitors, there also are more places to sell and more people eating out. In OPA days the industry charged 2 per cent on accounts older than 30 days. Now it virtually finances its customers, who operate on a cash basis, with credit terms extending 30, 60 and even 90 days.

Under OPA purveyors could collect a transportation charge and, from some customers, a service charge. Now these profit-eating services are performed gratis. The industry will begin to make a profit again when it stops using price reduction as its primary sales tool, Petersen declared.

COSTS: Cost control was the second major theme developed by several speakers.

The actual costs of labor, materials and overhead must be known if management hopes to prosper, said Norman Brammall, president of Food Management, Inc., Cincinnati. If these expenses are known, management can and will make a profit, he affirmed. All the profitable items should be left alone and attention should be concentrated on those that appear in the red. Spotlighting the

red ink figures enables management to find the causes. Material costs are determined by buying, selling, yield, product mix—the percentage of high- and low-margin items the firm sells—and leakage or thievery.

A standard hour should be computed for every task and actual performance judged against this standard. Brammall said that some New York houses get only five short-shank hams boned per man-hour, and that in some beef boning operations the actual performance will range from 80 to 400 lbs. of meat per man-hour from full carcass bulls. There is no profit in this type of labor utilization, Brammall emphasized. Variance reports, which reflect differences between actual and standard performance, are the controls to use in labor costing. They also can be used for costing the use of supplies, etc.

The purveyor must remember that he is performing services for which he should be compensated, said C. V. Olmstead, manager of the food services division of Armour and Company. When an order is placed for 500 fresh cut 5-oz. rib pork chops, to be delivered by 9 a.m. the next day, the customer is either recognizing the high cost of his own labor or lacks the skilled personnel needed to perform the task. A customer demanding immediate delivery is asking for a service to compensate for his own lack of refrigerated space or organizational ability. The customer placing minimum orders daily also is getting a special service. If a purveyor performs these services he should price his meat accordingly.

In computing his labor cost the purveyor should add to the basic rate the expense of all fringe items.

The price of an item with a low yield cannot be adjusted in penny-for-penny relationship with the market. The following table shows prop-



JOHN LINTON, sales manager of John P. Hardin Market Co., Chicago, checks sliced corned beef served by his company at the cocktail hours. Chef Marco impales sample as Charles Cox, jr., general manager for boning and fabricating of Texas Meat and Provision Co., Dallas, observes with interest.

er pricing in a changing market for a prime rib that is aged for three weeks with a shrink of 7 per cent, a block yield of 70 per cent and which produces a short rib with a yield of 10 per cent and a credit value of 27c per pound.

A/P cost . . .	\$50.00	\$60.00	\$70.00
Cost after 7% shrink . . .	53.76	64.52	75.27
Credit short rib . . .	2.70	2.70	2.70
	51.06	61.82	72.57
70% yield cost . . .	\$72.93	\$88.31	\$103.67

In this example there is a 1.53c yield cost variation for every 1c fluctuation in the cost price.

DELIVERY: Late orders to his firm have been reduced 32 per cent and costs have been cut as a result of convincing customers that they can get better product selection and avoid late delivery by placing their orders early, the purveyors were told by Nathan Schweitzer, jr., president of Nathan Schweitzer & Co., New York. The importance of filing orders early is stressed at sales meetings.

The New Yorker suggested that the purveyor's own pickup problem

can be simplified if he buys as much as possible from one source; there is no point in splitting an order for five veal legs between two houses since



MRS. MELVIN SALOMON, Allen Bros., Inc., Chicago, gets wet drink by dry cactus from B. A. Peterson, manager, meat packing department, The Diversey Corp., Chicago, and official host at cocktail hour for purveyors.

any price saving will be more than lost in additional pickup expense.

Schweitzer orders are filled by run. To help in assembling orders for the runs, the different areas of the city have tickets of different colors. The tag bears the customer's name, ad-

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for you to remember your friends
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30 rated accounts
F. O. B. Plant



PISTOL TOTIN' gal is Mrs. Hy Tanenbaum with Hy Tanenbaum, American Provision Co.

dress and charge number. It has a space for entering the time when the order was filed and another for time of completion. When the orders have been assembled for a run, the route sheet is stamped with the time of the driver's departure.

Each truck has a performance

as much
there is
for five
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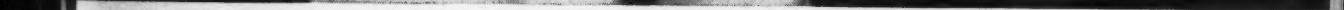
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Meat sells on "sight" . . . looks better in Saran Wrap

Saran Wrap* adds that extra eye-and-buy appeal to every delicatessen product you pack. Here's the tough, crystal-clear packaging that lets customers "see" the flavor. Here's the wrap that protects the weight and flavor you pack . . . that gains impulse sales.

Saran Wrap is the completely transparent plastic film . . . satin-soft and pliable, yet tough enough to take plenty of customer handling. It makes neater, tighter packages that keep that fresh look and feel. And it protects flavor best because it keeps moisture

in, flavor-stealing air out. What's more . . . Saran Wrap won't crack or become brittle, won't lose its protective qualities.

Shoppers know how Saran Wrap keeps foods fresher longer—they rely on it in their homes. The *Saran Wrap hallmark of protection* on your packages shows them your products are packed for freshness and flavor every time. Let the Dow packaging service help you pack for greater sales. Write today for the brochure on meat packaging. THE DOW CHEMICAL COMPANY, Midland, Michigan, Plastics Sales Dept. PL-1602A-3.

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Shoppers recognize
this hallmark—they
know it means extra
protection.

YOU CAN DEPEND ON



sheet showing the name of the driver and helper (if any); time of arrival at the plant; when ready to load; time of departure loaded; trip number; the number of deliveries; the mileage and the tonnage. Cost, time

skilled help, he reported. The Council is promoting lamb in trade publications reaching the public feeding industry.

OPERATIONS: Several speakers presented operational ideas.



and vehicle utilization can be checked with this sheet.

Schweitzer asserted that it is best to assign one man to a specific run and vehicle. Such a driver learns the needs of his customers, the traffic pattern with which he must cope and the limitations of his vehicle.

Walter K. Tode, director of cuisine for American Airlines, New York, stated that the airlines need top quality product for their feeding programs as service is the principal item they sell to the traveling public.

G. N. Winder, president of the American Sheep Producers Council, Denver, said that his group is ready to furnish meat purveyors with lamb promotional material such as table tents. The Council has a cutting manual for lamb that can be used by un-

At the Myers Meat Co. in Cleveland, two billers using the Burroughs billing machine handle the volume that formerly required five clerks. The machine can also total and price fractional pounds, emphasized V. F. Walker, Pacific region sales representative for Burroughs. Working from the butchers' work sheets two Myers billers handle about 150 invoices with 5 to 6 lines each per day. Other advantages are neater billing, elimination of calculating errors, elimination of short weight complaints and easy verification by customer of invoice information, Walker claimed.

With newly-developed sterilizing lamps beef can be tendered in three days with a shrink of about 1.6 per cent to the same degree of tender-

ness that would require 12 to 14 days and about 4 per cent shrinkage in a conventional tendering cooler, stated H. W. Abshire, president of The Pasteuray Corp., St. Louis. He demonstrated a new revolving Pasteuray floor lamp.

In cleaning purveying equipment, such as cutting boards and grinder plates, hot water is only partially efficient, said B. A. Peterson, The Diversify Corp., Chicago. Hot water dissipates its heat on contact and this dissipation increases with the area being cleaned. Following are the results of a bacteriological sampling after cleaning with different media expressed in percentages of bacteria surviving:

	BOARD 1	BOARD 2	GRINDER LENS BLADE	CUTTING BOARD STAIN- LESS STEEL
Original contamination	100	100	100	100
Hot water &				
soap	43	100	19	42
Detergent	50			4
Sanitizer	5	0.3	1	0.8

Too often people are ignored in production planning while all the attention is given to machinery, asserted J. F. Berlin, jr., manager for Krey Packing Co. at San Francisco. A grinder has a capacity that is constant for its operating time. The norm for the worker will depend upon his motivation which, to a large degree, is conditioned on how well informed he is on the objectives and goals of management. An organization is not a bunch of people. It consists of directed and motivated people, Berlin declared.

CREDIT: Melvin Salomon, Ellen Faulkner, executive secretary, Associated Meat Jobbers of Southern California, Los Angeles, and D. W. Canis, president, Supreme Meat Co., St. Louis, reported on credit rating experiences in their areas. All agreed that exchanging credit information is less costly than taking needless chances and being bilked by chiselers.

The association approved its code of ethics, authorized its beef surplus committee to seek modification of the school purchase program that would permit non-federally inspected houses to participate and decided to refrain from taking any stand on the question of transferring trade practice jurisdiction over packinghouses from the U. S. Department of Agriculture to the Federal Trade Commission.

REGROUPING: The organization also regrouped its regional areas. The members elected as their national officers: President, Clarence Becker, Becker Meat & Provision Co., Milwaukee; chairman of the board, Al Nathanson, Old Colony Cha-Pac, Inc., Boston; first vice president, Urban



EASTERN DIVISION members listen to comments of Peter Petersen, Petersen-Owens, Inc.



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BACON and other processed meats are transformed into tempting and savory dishes by the wizards of the kitchen.

But the taste and texture of imaginatively prepared, smartly served meats depend on the magical effects of distinctive cures and seasonings. You'll find none finer than those named PRESCO PRODUCTS — anywhere!



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- PRESCO FLASH CURE
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Patman, Urban N. Patman, Inc., Los Angeles; second vice president, Joseph Medine, George Schaefer & Sons, Inc., New York; third vice president, Benjamin Finn, Benjamin Finn Co., Inc., Boston; secretary and treasurer, Harry Rudnick, Chicago, and legal counsel, Harold Widett of Boston, Massachusetts.

Regional vice presidents are: south central division, Howard Hess, Will Doctor Meat Co., St. Louis; western division, George J. Shenson, H. Shenson Co., San Francisco; New England division, Morris Grossman, Old Colony Cha-Pac, Inc., Boston; north central western division, Lester Si-

mon, Table Supply Meat Co., Omaha; north central division, Sam Stein, Grill Meats, Inc., Sandusky; south central eastern division, Ben Butler, Southeastern Meat Co., Atlanta, and for the eastern division, Peter Petersen of Petersen-Owens, Inc., New York, New York.

Sunday Prepackaged Meat Sales O. K. in Jersey City

The selling of prepackaged meat on Sunday does not violate the Jersey City Sunday closing ordinance, Magistrate Matthew F. Czachorowski has ruled. He exonerated two clerks of

the Universal Food Market, who were arrested on that charge.

Prepackaged meats placed in refrigerated units are "in effect, delicatessen products" and thus exempt from the ordinance, Magistrate Czachorowski said.

Assistant Corporation Counsel Patrick Kiley had argued that Universal Market was not a "delicatessen" and, therefore, the meat was sold illegally. The Hudson County Meat Dealers' Association protested that Universal's meat selling on Sunday constituted "unfair competition."

Precedent was established in an earlier case when a former city magistrate, Michael F. Rielly, ruled that pre-cut, prepackaged meat "without a butcher in attendance" falls into the definition of delicatessen.

Universal Market did not get off scot-free, however. Magistrate Czachorowski found the store guilty of selling toilet tissue and a can of Drano on the same day in violation of City Ordinance 1423 and imposed a fine for the illegal activity.

Flexible Film Pioneer Gets Packaging Institute Award

Karl E. Prindle of The Dobeckmum Co., Cleveland, received the first professional award of the Packaging Institute at the organization's 19th annual forum held recently in New York City.

The bronze plaque is inscribed "... in recognition of his pioneer work in flexible films and his outstanding contributions to the field of packaging technology."

Prindle was the co-inventor of moistureproof cellophane in 1926 while with E. I. du Pont de Nemours & Co. After joining Dobeckmum in 1932, he was responsible for the development of special adhesives essential for the commercial manufacture of cellophane bags and the development of laminating techniques.

Officers re-elected by the Packaging Institute include: president, A. Douglas Murphy, Esso Standard Oil Co.; vice president and treasurer, Harold Mosedale, Jr., Packaging Machinery Co., and executive director, Charles A. Feld.

Aid for Neighbors to End

Meat inspection for packers in Auglaize County, O., provided for the past seven months by the Lima-Allegheny County health district, will cease on December 1, the Lima-Allegheny County board announced. Sale of uninspected meat is banned in Lima and most of the other neighboring cities.

SAVE...with beautiful PRO-PAK BACON WRAP

• Handsome, high-gloss PRO-PAK wraps are available in any combination of 4 colors. They are beautifully printed for maximum sales appeal—bright new designs or a duplication of your current wrap. Sturdily constructed of 16 pt. pure blue—white sulphate board with polyethylene added. Dozens of leading packers are using these fine packages . . . at a BIG saving!



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AT THE SPEAKERS' TABLE are: John Mohay, director of the NIMPA central library of industrial relations information; Richmond Unwin, assistant secretary, Reliable Packing Co., Chicago; Elmer Koncel, personnel manager, Klarer Co., Louisville; Bill Twedell, Houston Packing Co., Houston; J. J. Swick, president, Copeland Sausage Co., Alachua, Fla.; John Killick, NIMPA executive secretary; A. C. Bruner, secretary, East Tennessee Packing Co., Knoxville, and Edwin Pewett, general counsel of NIMPA.

NIMPA To Aid in Advertising

MEMBER companies of the National Independent Meat Packers Association now may participate on a regional basis in an advertising program sponsored by NIMPA in cooperation with Fessel/Siegfriedt, Inc., Louisville, the advertising agency handling the project. This announcement was made at the NIMPA southern division meeting held at the Hotel Roosevelt in New Orleans last week. The advertising material will consist of large 24-sheet posters for use of outdoor billboards with supporting mailing pieces and point-of-sale display items. The sheets, suitably overprinted with the participating packer's brand and firm name, will be available on a controlled market area basis in first-come first-served order. If a sufficient number of competing packers wish to purchase specific product posters, new art work will be created by the Louisville advertising agency.

The program was explained at the division's meeting by C. E. Fessel, jr., executive vice president of Fessel/Siegfriedt.

The outdoor advertising board is capable of presenting a full-color product platter appeal, along with the packer's brand and firm name, and an actual picture of the package. The cost is relatively nominal for 100 per cent locality coverage. For example, such coverage costs \$1,250 for Ft. Wayne and \$137.50 for Muscatine, Iowa. The claim of 100 per cent coverage is based on availability of a

sufficient number of board sites which are selected in terms of traffic pattern so that within a 30-day period 93 per cent of the city's citizens will see the message 21.5 times, Fessel said. The outdoor boards have good "remembering" value. Safeway Stores achieved 69 per cent remembering value on its beef boards among an estimated viewer audience of 8,738,000, while Morton Salt had 34 per cent with 45,420,000, Fessel reported.

With a population that spends much time on wheels, as shown by the rapid growth of shopping centers from 46 in 1947 to 1,200 in 1956, and the mushrooming of suburbia, the billboard is certain to be seen. It can be placed close to shopping centers and

self-service stores to remind potential customers of the packer's products. Since some 48 per cent of all food purchases are said to be made on impulse, this reactivation of the sales message just prior to shopping may tilt the purchase to the packer doing the billboard advertising.

While the best advertising campaign makes use of both indoor and outdoor media, the outdoor board offers an inexpensive display for the packer with a limited budget, Fessel pointed out.

The NIMPA sheets, which are lithographed with the basic artistic sales message, and silk screen processed with the packer brand and name, will cost \$12.95 in units of 50 two-color

ED FESSEL, executive vice president of Fessel/Siegfriedt, Inc., Louisville, shows John Killick, executive secretary of NIMPA, large postcard mailer that duplicates the message presented on billboard. Photos at left and right are samples of the new photofel technique that combines high class art and economy in producing point-of-sale material.



posters. The posters are available for smoked ham, sliced bacon, bagged pork sausage, frankfurts and sliced luncheon meat.

Fessel said that through the use of a new technique, high grade, picture type point-of-sales posters will also be made available to participants at a nominal cost.

The agency will control the sale and assignment of poster space, according to John Killick, executive secretary of NIMPA.

EMPLOYEES: Unless a man can do all the jobs in his plant, from buying the animals to making the delivery of the finished product, he needs the cooperation of all employees to realize a profit in the business, said Elmer Koncel, personnel relations manager of The Klarer Co., Louisville, and a member of the industrial relations panel at the meeting. He emphasized that the basis for securing cooperation is giving the employees a sense of recognition.

The owner of a New York plant with a remarkable reputation and consumer acceptance for its product makes it a point to talk to each of his employees at least every other day. However, there is no lack of discipline; if a car is not parked flush against the rubber covered bumper, the assigned



ASSOCIATION held its buffet luncheon in the blue room of New Orleans' Hotel Roosevelt. Industry suppliers were hosts for cocktails preceding the buffet luncheon.

driver hears about his mistake on the very next day.

In the Klarer plants with 1,100 to 1,200 workers Koncel maintains close contact with the employees. If anyone is sick or hurt, he visits that employee. The same courtesies are extended to the business agents and presidents of

the local unions with whom he negotiates. Such interest has built a sound human relationship that pays off, Koncel declared.

Wherever possible the Louisville firm gives personal recognition to employees. When Koncel was hired, chairman of the board Theodore

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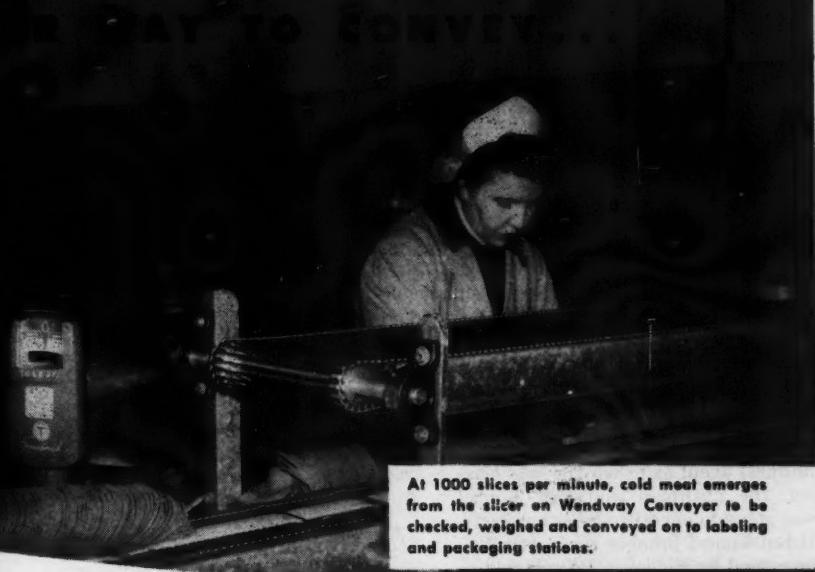
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At 1000 slices per minute, cold meat emerges from the slicer on Wendway Conveyor to be checked, weighed and conveyed on to labeling and packaging stations.



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Then, too—Wendway belting does not sag or accumulate dirt like ordinary belting. It can be kept highly sanitary—easily.

You'll be surprised at how quickly a Wendway system will pay for itself and save you money for years to come.

Will it work in your plant? Certainly! And you can prove it to yourself without cost. Fill out the coupon below for detailed information or a visit from your nearest Wendway Conveyor engineer.

Gentlemen: Please send me additional information about Wendway for conveying.

Name _____

Company _____

Address _____

City _____ Zone _____ State _____

Please have a USP Conveyor engineer contact me at once



ALBION, MICHIGAN

UNION STEEL PRODUCTS COMPANY



LEFT: Robert Redfearn, president of Pioneer Packing Co., Atlanta, new southern division vice president, scans the roster with regional directors of NIMPA. Left to right are C. O. Hinsdale, executive general manager, Balentine Packing Co., Greenville, S. C.; James J.



Swick, president, Copeland Sausage Co., Redfearn, and Frank Thompson, president, Southern Foods, Inc., Columbus, Ga. RIGHT: Mrs. Ann M. Carter of NIMPA pins badge on Dr. T. W. Boman of Jackson Packing Co., as S. V. Anderson of the firm looks on.

Broecker introduced him to the union business agent and then walked away. When Broecker was questioned by the business agent as to why he was leaving, the chairman said that Koncel was going to negotiate labor contracts. When Koncel brought the contract to be signed by Broecker, he was told to sign it himself for the credit as well as any brickbats.

Such demonstrations of confidence have built a solid group of staff and supervisory personnel and, in part, account for the growth of the Klarer firm from 80 to 1200 employes in ten years.

The firm pays \$2.50 per week into a health and welfare fund and \$4 per week into a pension fund for each employe.

The firm recently let it be known that it would have scant sympathy for employees subject to wage garnishment proceedings. Since the first of

the year there has been none. The fact that the defaulter would lose standing with the credit union, which has a surplus of \$100,000, keeps many in line, Koncel commented.

NIMPA president Chris Finkbeiner of Little Rock Packing Co. told the group that profitless pricing is the surest way to injure the industry.

Edwin H. Pewett, general counsel, and John Killick, executive secretary, reviewed legislation facing the industry. Killick reported on the National Hide Association meeting (see page 39 for details). Since the meeting the idea has been advanced that all interested industries should unite to finance a \$2,500,000 hide and leather research program.

A. C. Bruner, secretary of East Tennessee Packing Co., Knoxville, reported that the NIMPA regional accounting meeting at Atlanta was a success. One of the best tools a packer has for

controlling costs, yields and quality is the actual weighing of product as it moves in and out of each department, Bruner asserted.

Bill Twedell, Houston Packing Co., Houston, stressed the need for sound human relations in plant operations.

Fred Sharpe, NIMPA director of sales training, spoke to a packed session on dynamic selling.

The division elected Robert Redfearn, president, Pioneer Packing Co., as vice president and C. O. Hinsdale, executive general manager of Balentine Packing Co., Greenville, S. C., Frank Thompson, president of Southern Foods, Inc., Columbus, Ga., and James J. Swick, president, Copeland Sausage Co., Alachua, Fla., as national directors and selected the American Hotel, Miami Beach, for its November 20-22, 1958 meeting.

As usual the suppliers graciously acted as host at several cocktail hours.

USDA Buys Ground Beef for 37.49c to 40.45c Per Lb.

The U. S. Department of Agriculture late last week announced the purchase of 9,219,000 lbs. of frozen ground beef for the national school lunch program. The price paid varied from 37.49c to 40.45c per pound. Bids were received from 73 bidders, who offered a total of 32,353,000 lbs.

Price ranges per pound for purchases by regions and number of carlots (average of 21,000 lbs.) for each region are: Northeast, 37.90 to 40.00c for 64 carlots; Southeast, 38.47 to 39.94c for 40 carlots; Midwest, 37.95 to 39.20c for 155 carlots; Southwest, 38.0 to 39.99c for 151 carlots, and West, 37.49 to 40.45c for 29 carlots.

All prices are on a per pound, f.o.b.

plant basis. The USDA said that in making the awards consideration was given to area price variations in relation to transportation costs for distribution. Delivery of the beef will be during the period from November 18 through December 7.

A new invitation to bid, with a November 8 deadline, asked for offers to sell approximately 6,000,000 lbs. of the 15,000,000 lbs. of frozen ground beef originally requested.

Armour Asserts Right to Use 'Churned' in Ads

The right to use the word "churned" in advertising Cloverbloom margarine, which is produced by churning, was asserted by Armour and Company, Chicago, in answering a

U. S. Department of Agriculture complaint questioning such use.

The Armour answer contends that the company has the right to advertise truthfully and that it would hinder free competition to force the producer to conceal the method by which the margarine is made. Armour also contends that any law requiring such concealment would violate the First and Fifth Amendments of the Constitution.

Cost of producing margarine by churning is approximately 28 per cent higher than ordinary methods of production, and a superior product results, the answer states.

Hearing has been set for November 12 before a Department of Agriculture hearing examiner in Washington, D. C.



SPEAKERS at the forty-first annual meeting of the Tanners' Council of America, included (left to right): Dr. A. W. Lindquist, USDA entomology research division; Cecil E. Powell, director, Tanners' Hide Bureau; Jewett F. Neiley, vice president, Endicott Johnson Corp.; Thomas R. St. John, vice president, Armour and Company; Dr. Robert Lollar, Tanners' Council Research Laboratory; Emery I. Huvos, Irving Tanning Co., Boston, and chairman of the executive committee of the Hide Bureau; Merle A. Delph, president, Merle A. Delph Co., Inc., and George A. Hegner of the Howes Leather Co., co-chairman of the hide committee. (The rostrum hides Bob Howard of the American Meat Institute, who also addressed the meeting in Chicago.)

How Do We Get Hides Out of the Cellar?

WITH one possible exception, every segment of the livestock industry concerned with hides was represented and volatile at the recent annual meetings of the National Hide Association and the Tanners' Council of America, held at the Edgewater Beach Hotel, Chicago. Hide dealers and brokers had their sling at packers and tanners; tanners told what kind of product they want from dealers and packers, and packers explained how dealers and tanners could obtain a better product—that is, for a price increase commensurate with cost and value increases. Cattle producers will be asked to experiment with USDA-approved medication, including an oral type, to arrest grub infestation.

SCIENTIST: Dr. A. W. Lindquist of the entomology research division, USDA Agricultural Research Service, Beltsville, Md., explained how scientists are seeking a systemic insecticide that will destroy the young grubs within the body of the cattle before the flesh is injured, and before the hide is perforated by the larvae.

At least two, and usually three or four years of widespread trials under different climates and other conditions, are required to determine the material's entomological effectiveness, stated Dr. Lindquist. A few weeks ago the USDA and the Food and Drug Administration approved provisional registration of Dow ET-57 (oral medication) for limited use in grub control. The compound is available now only in four states—Nebraska, Iowa, South Dakota and Wyoming because of difficulty in controlling experiments. Dow's studies indicate that a 60-day waiting period between treatment and slaughter should assure residue-free meat.

PACKER: Lloyd L. Needham, Sioux City Dressed Beef, Inc., Sioux City, Ia., and chairman of the hide committee of the National Independent Meat Packers Association, asserted that the selling of hides is one of the most difficult and disagreeable operations in the sales program of the entire industry. Needham told the tanners, hide dealers and brokers:

"You people who are buying and

trading in hides may not be doing as effective a job of selling yourselves and your product to your customers as you might." The speaker stated that the solution to the packer's hide problem lies in the character of the takeoff; when a packer feels that he is being underpaid for his hides, he naturally will not be as conscientious about his operation as he should be.

"It is obvious," Needham continued, "that packers cannot change the weight or substance of the hide, nor alter the character of their kill in order to meet the demand for any given type of hide, either with respect to weight or substance." Needham offered one solution to the buyers: "Why not train your hide inspectors to dig into the hide operations of a plant, with a view toward getting a better product, and then convince the packer that this will pay off in higher prices?" Needham suggested that this course would be more practical than to continue buying the packer's hides at a discount.

TANNER: Another speaker—Carl W. Kimes, hide buyer for Pfister & Vogel Tanning Co., Milwaukee, discussed "The Way the Tanner Views the Current Hide Picture." Kimes told the group that unfortunately some meat packers still believe that the hide is a necessary evil, and that they think this evil should be disposed of as economically as possible. "It is an absolute fact," Kimes continued, "that some meat packers are missing the boat in the matter of getting the most return from their hide production. The thought seems to persist that whatever a packer might do



to improve his hides, the eventual buyer is not willing to pay for this improvement in the form of better prices. Nothing could be further from the truth."

Kimes added that some of the most progressive meat packers are receiving and will continue to receive more money for their hides than some of their competitors who kill the same kind of cattle. Kimes pointed out that this situation is not created overnight by packer "A" versus packer "B," but is the result of producing higher quality hides over a period of time—a period of time sufficient to gain a reputation for good cure, good takeoff, and good delivery practices. These qualities in a certain lot of hides will inevitably show up in the tanner's results.

SCIENTIST: Robert M. Lollar of the Tanners' Council Research Laboratory said at the raw material clinic during the Tanners' Council meeting that maintenance of a high level of skin and hide quality is a never-ending battle for tannery management.

Commenting that it often seems that the prevalence of defective quality hides is a much more pressing problem than it once was, Lollar asserted that statistical quality control is one of the new tools to sharpen the tanner's ability to get the kind of hides he desires. He pointed out that the buyer can exert control over quality through a valid sampling program rather than by 100 per cent inspection, and said that this is made

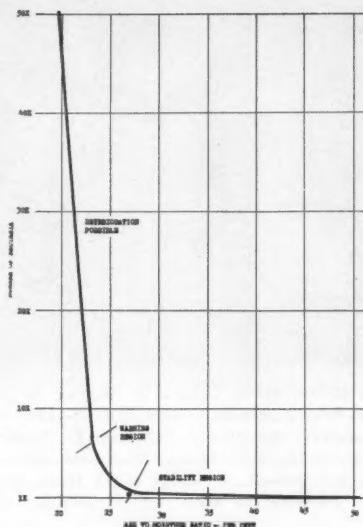


FIGURE 2: SOME CURED HIDE STABILITY CHARACTERISTICS

even more practicable by the practice of fleshing and demanuring hides prior to cure. Moreover, since better quality in such hides deserves price recognition, the basis for establishing their value lies in the examination of sample lots for moisture, ash or curing salt and total protein content.

Interchange between buyer and seller of the information recorded in quality control tests should be a regular practice and not restricted to occasions when quality is questionable.

The National Hide Association quality control card covers the char-

acteristic of deep scores on the flesh side. The fraction of the lot sample (25 hides) that is found on inspection to be defective because of deep scores, can be charted with the results of other samplings from other lots bought from the same packer, as shown in Figure 1. Lollar explained:

"Source A is a source of hides which is commercially acceptable to the tanner. The average quality of the cured hides shows 22 per cent scored sides, and action limits of 30 and 14 per cent (as indicated by the dash lines) are characteristic of the production. Whenever the level of scored hides exceeds 30 per cent, as it did in two specific lots, the tanner should tell the packer to 'get on the stick' since the control chart indicates that he can do better. Since this producer is consistently doing better, perhaps as a result of prodding, the tanner should consider setting new limits to insure a further improvement in quality."

"Notice that the average quality of Source B over many months showed that 55 per cent of the hides were deeply scored. Note the broad action limits—25 to 85 per cent. In other words, anything goes with this producer. Wouldn't you recommend that this source be dropped from the acceptable list of producers?"

When the ash to moisture ratio of the hide is held within the proper limits, as illustrated in Figure 2, the bacterial count in the hide remains relatively stable. Lollar warned, however, that after the ratio falls to around 25 per cent, the bacterial count of the hide increases markedly with small changes in the ratio and this results in damage to the hide. He said that a change in hide curing methods may bring with it a temptation to cut corners.

"A possible example of this, which we have detected through determination of the ash to moisture ratio, lies in the use of short periods of immersion in warm brine. This is a very difficult process to keep under control to insure that the ash to moisture ratio reaches the acceptable, safe level at which the cured hides may be stored safely."

PACKER: "We do some utterly crazy things in the hide and leather business," admitted Thomas R. St. John, vice president of Armour and Company. "First, I am convinced that we tie up too much of our working capital in inventories. We hold hides in our packing plants for an average of at least a month and a half, and you tanners keep a lot of them around, too. Why, I don't know. They only have to be tanned once. Just

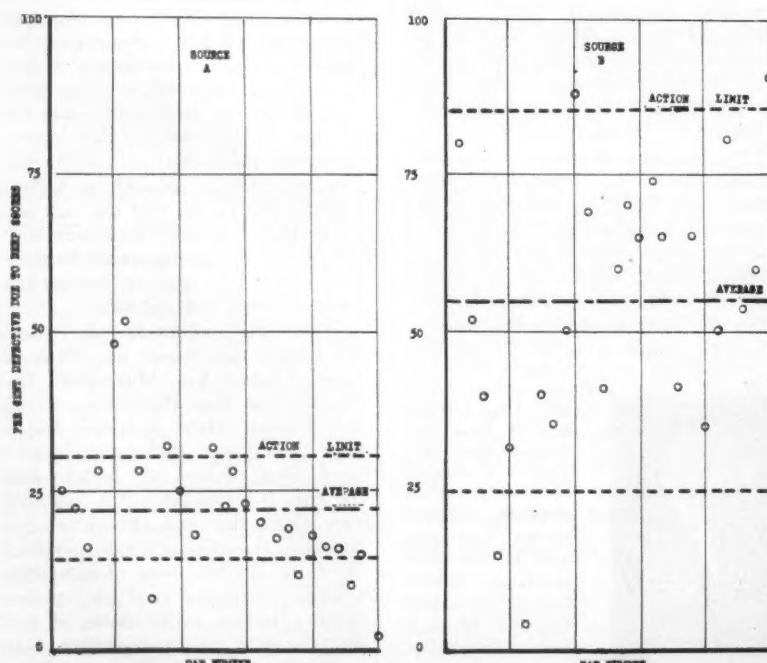


FIGURE 1: CONTROL CHART FOR DEEP SCORES AS A DEFECT OF CURED HIDES.

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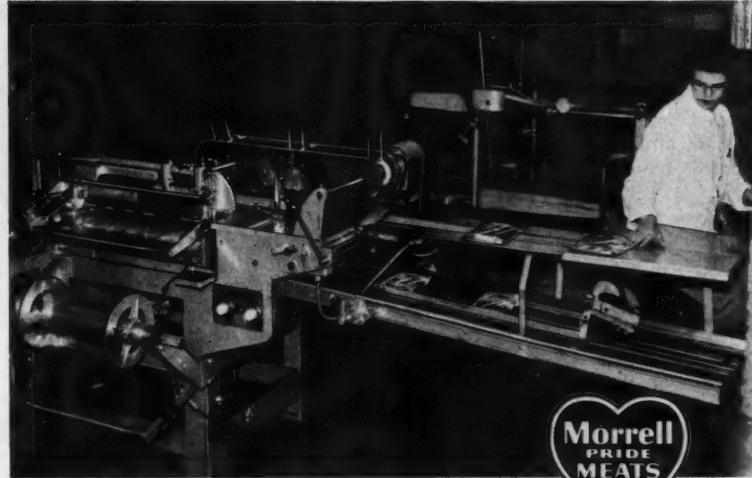
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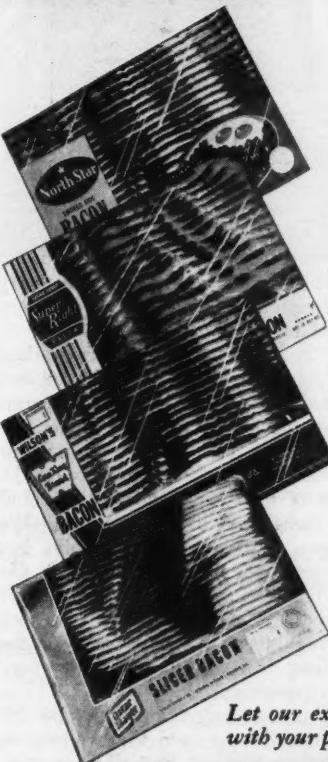
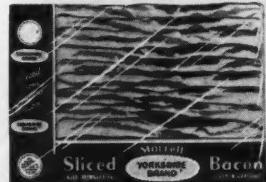
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think what it would mean if we could free just half of this idle capital for constructive purposes—for new machinery and processes, for advertising and promotion.

"I am afraid," St. John continued, "that the hide sellers work in the direction of getting the tanners to finance the hide inventories, and the hide buyers try to shift the burden to the packers. In other words, we try to cut each other's throats instead of getting at the root of the evil, which lies in reducing the total inventory."

St. John then asked the group:

"Why, in the name of common sense, do we go on paying freight to ship virtually worthless fleshings and hide manure all over the country? It represents a substantial sum of money in relation to our profits and it is ridiculous. Some of the tanners don't want to pay the cost of removing this worthless tonnage at the packing plant, and the packers are reluctant to make the investment for necessary equipment unless they have some assurance of a return on the investment. So we have a virtual stalemate."

"Next, let's look at brine curing. There is nothing very new about it; the procedure has been known for years. Brine curing is much faster, it protects against salt stains and spotty cure. Perhaps a better process will be developed, but I think we should be moving in the direction of brine curing until something better is available. Here again, however, you have the factor of capital investment in the meat plants and resistance by the tanners against paying for the definitely superior products which result from that investment."

"As a matter of fact, many of our hide buyers seem to prefer conventionally-cured hides to brine-cured hides. The reason undoubtedly is inventory. Brine cured hides are ready to ship, on an average, two weeks after the first hide is put down. A car of dry salt cured hides is not ready to ship for six to seven weeks after the first hide is put in the pack. The buyer has more time to work with in dealing with the dry cured hides."

"So, we tend to pass up quality to reduce the inventory of an individual tannery, but failure to adopt brine curing on a wide scale increases the overall inventory of hides in the trade."

"Armour has decided to do what it can toward getting a job done which needs to be done. We have on order a machine which will deflesh and demanure hides, and the hides so treated will, obviously, be brine-cured. These hides will mean savings to you in freight, labor, ac-

celerated tanning and better leather. We have every hope that after you have had some experience with these hides, you will encourage the packing industry to install more of these machines through the payment of prices in line with value received, on a basis that will quickly indicate to packers an adequate return on the additional investment."

"I might also add that we hope to make a few dollars by improving the quality of the raw material we sell."

"Curing of hides has some parallels to curing of meats. Not too many years ago, it took 30 days to cure bacon and almost twice as long to cure hams. Packers maintained acres of refrigerated cooling cellars to store these meats in cure. That has all been changed. Cures are completed in two



LEE R. LYON of M. Lyon & Co., Kansas City, retiring president of National Hide Association, welcomes NHA members at the thirteenth annual meeting.

or three days and we have better products. Our savings on inventory and on curing space have been very substantial."

"The present system of grading hides also seems to me to be an economic waste. In the meat business we grade hams, we grade bellies, we grade beef, lamb and veal, and our customers buy these products on the basis of their experience with us and the reliability of our grading. We have a dispute once in a while, but we get together and reconcile it. On the other hand, when a tannery buys some hides, it sends in an inspector—a highly skilled man on an expense account—to grade each and every hide purchased."

"I am not suggesting that these inspectors do not earn their money or that they are not basically essential. I am suggesting that there are better and cheaper ways of grading than those now employed."

"Beef buyers have found that they can buy from a reliable supplier on specification, and eliminate an important expense. Can't we do the

same thing in our hide transactions?"

"I want to state also that we are willing to trim hides to any specifications, provided we get paid for it and provided a way can be found to dispose of the trimmings. We're willing to consider any proposal in this connection, but I know you would not expect us to assume additional expense without some incentive and compensation."

St. John asked in closing what should be done about conventional market standards for hides.

"Do we simply work with what we have?" said he, or should we establish brine-cured, defleshed, demanured hides as a distinct commodity?"

GLUE: R. W. Gutheil, general manager of the adhesives division of Armour and Company, and chairman of research of the National Association of Glue Manufacturers, stressed the financial significance of raw materials from packers supplied to animal glue manufacturers. "There is a definite possibility that the profit relationship can be improved," said Gutheil, "but it involves a two-fold approach requiring the cooperation of members of the hide industry and the animal glue industry." Gutheil stated that after two years of investigation the NAGM has established a research grant at Brooklyn Polytechnic Institute, and is giving weight to long-term goals in research by investigating chemical modification of animal glue in order to provide for its use as an industrial chemical in the fields of agriculture, construction and mining.

Hide dealers heard a detailed report of a two-man foreign tour to investigate conditions with respect to the handling of U. S. hides abroad and maintenance of our markets in Italy, Switzerland, Germany, The Netherlands, Sweden, Finland and England. Lee R. Lyon, M. Lyon & Co., Kansas City, and Robert Braun of Harold Braun & Co., Milwaukee, hide dealers, described and illustrated in movies the hide inspection and other operations at European tanneries. The six-week survey was sponsored jointly by the National Hide Association, NIMPA, the Western States Meat Packers Association and the U. S. Department of Agriculture.

Purdue Industrial Waste Meeting Set for May 5-7

The 13th Purdue Industrial Waste Conference has been set for May 5, 6 and 7, 1958, at the Purdue University Memorial Union Building, Lafayette, Ind., Don E. Bloodgood, professor of engineering, announced.

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Armour to Help Plan World's First Pilot Food Radiation Plant for New Army Center

A contract for the production planning of facilities for the U. S. Army Ionizing Radiation Center to be built at Sharpe General Depot, Lathrop, Calif., has been awarded to Irradiated Products, Inc., an independent industry group with headquarters at 250 Park Ave., New York City, the Department of Defense announced this week.

Armour and Company, Chicago, is one of four stockholder companies that formed Irradiated Products, Inc., to undertake the world's first pilot-production-size food radiation facility. The other stockholder firms are: Continental Can Co., Inc., New York City; Food Machinery and Chemical Corp., San Jose, Calif., and General Foods Corp., New York City.

IPI officers are: president, Udell C. Young, vice president of General Foods; vice president, Victor Con-



V. CONQUEST

quest, vice president of Armour; secretary, Arno M. Wiese, assistant to vice president, General Foods, and treasurer, John N. Carthy, assistant treasurer of Continental Can.

Each of the IPI stockholder companies has already demonstrated its interest in radiation processing of foods by undertaking research or development work in this field with its own funds, the Department of Defense pointed out. IPI was one of ten firms competing for the contract.

Subcontractors are: The American Radiator and Standard Sanitary Corp., New York City; Stanford Research Institute, Menlo Park, Calif., and Varian Associates, Palo Alto, Calif.

Operation of the Ionizing Radiation Center will combine industrial knowledge and experience in plant design and food processing with the scientific knowledge developed by the Army's extensive research program in food irradiation. The Army program currently is administered by headquarters, Quartermaster Research and Engineering Command, Natick, Mass., which will direct operations of the radiation center.

Production planning for the center will include the development and review of plans for the plant layout, space allocations for various functions, workflow diagrams, production methods and practices and cost studies, the Department of Defense said.

Construction of the center is expected to begin in 1958. The center will consist primarily of a food processing plant utilizing an electron accelerator, to be constructed for the Army Quartermaster Corps by Varian Associates, and a gamma ray source, the design of which is not yet decided. It is anticipated that about 150 employees will be required to operate the center during the first year of work there and approximately 250 employees by the second year.

In a joint statement explaining their interest in supporting the project, the presidents of the four stockholder companies said:

"We share the conviction that the irradiation of foods opens an important new frontier having significant possibilities not only for the Armed Forces, but for the civilian population as well. We believe that it is important in the national interest that the use of radiation in the handling, processing, packaging and protecting of foods be developed as rapidly as

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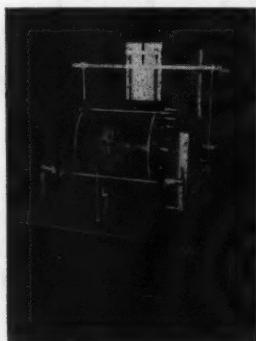
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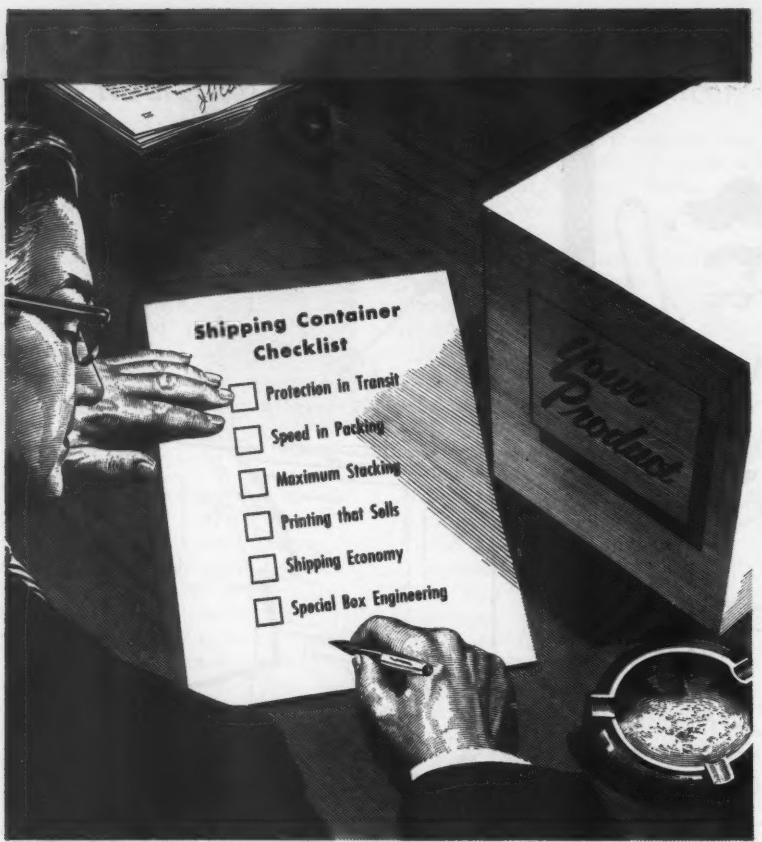
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possible, as is proposed by the Quartermaster Corps. Furthermore, we believe that the skills of private industry should be made available for this purpose in cooperation with the government.

"Because of our conviction as to the significance of this project and the propriety of private industry sharing its resources of personnel and experience with the government to carry out the project, we are willing to detach skilled employees from the important work they are now doing for our own companies in order to make them available for IPI work.

"It is also central to our purpose that any new knowledge or experience obtained under the leadership of the Quartermaster Corps should be made publicly available as widely and as rapidly as possible. We believe it in the public interest that this be done."

U. K. Eases Ban, Will Let In Pork from 14 States

The ministry of agriculture, fisheries and food of the United Kingdom has revised the list of U.S. states from which pork may be imported and now will admit the product from 14 states, according to L. F. Diehl, acting U.S. agricultural attache in London.

They are Tennessee, Georgia, Alabama, Mississippi, Louisiana, South Carolina, Montana, Utah, New Mexico, Arkansas, North Dakota, Illinois, Wisconsin and Kentucky.

The United Kingdom has restricted the importation of pork for some time due to the use of live virus vaccine in treating hog cholera. Diehl said he has been assured that additional states will be added to the list as they prohibit the use of live virus vaccine.

Refrigeration Research Group to Meet in Dallas

The annual meeting of The Refrigeration Research Foundation will be held on March 6 through March 8 at the Adolphus Hotel, Dallas, Tex. The program will emphasize technical facts and factors that shape the future of refrigeration, Dr. H. C. (Dutch) Diehl, director, announced.

The TRRF meeting will precede the annual meeting of National Association of Refrigerated Warehouses in the same city.

At its meetings, TRRF determines the research efforts it should sponsor. Projects have included research into how moisture affects shipping containers, odor elimination and control in coolers and the relation of cycling to quality in frozen foods.

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The Meat Trail...



SUCCULENT FLAVOR of franks is no news to these members of the American Meat Institute's Washington staff, who were on hand to see that the word and the hot dogs got around at the third annual family frolic of the National Press Club in Washington's Rock Creek Park. The AMI provided more than 6,000 free hot dogs for the 4,000 parents and youngsters at picnic. Photo shows (l. to r.): William MacAdams, Mrs. Marcella Duffy and Dewey Bond enjoying franks.

Ten WSMPA Committees to Meet During Convention

Assignments to the ten committees through which the Western States Meat Packers Association accomplishes much of its work have been announced by E. FLOYD FORBES, WSMPA president and general manager. The first 1958 meetings of the groups will be held during the 13th annual meeting of the association, set for Monday through Thursday, February 17-20, at the Sheraton-Palace Hotel, San Francisco.

The committees and their leaders are: industrial relations—chairman, E. F. Forbes; accounting—chairman, MARTIN RUSTER, Luer Packing Co., Los Angeles, and vice chairman, RALPH S. KIDDER, Mace Meat Co., Dixon, Calif.; tallow and grease—chairman, A. JOSEPH BABKA, James Allan & Sons, San Francisco, and vice chairman, DONALD SCHAAKE, Schaaake Packing Co., Inc., Ellensburg, Wash.

Hide—chairman, O. L. BROWN, Medford Meat Co., Medford, Ore., and vice chairman, SAM RUDNICK, Kern Valley Packing Co., Bakersfield, Calif.; beef boners—chairman, PAUL BLACKMAN, Acme Meat Co., Inc., Los Angeles, and vice chairman, A. J. MURPHY, Murphy Meat Co., Sacramento; pork and provisions—chairman, H. W. BAIRD, Diamond "F" Meat Co., Inc., Tacoma, and vice chairman, PAUL McFARLAND, Archie McFarland

& Son, located in Salt Lake City.

Marketing agencies—chairman, PROSSER CLARK, Benson, Bodine & Clark Commission Co., North Portland, Ore., and vice chairman, DON E. KENNEY, Salt Lake Union Stockyards Co., Salt Lake City; beef—chairman, LELAND JACOBSEN, Arrow Meat Co., Cornelius, Ore., and vice chairman, BEN MILLER, Union Packing Co., Inc., Los Angeles; livestock conservation—chairman, HAROLD D. KUMMER, Kummer Meat Co., Hillsboro, Ore., and vice chairman, GEORGE S. WRIGHT, Wright Packing Co., San Diego; sausage—chairman, M. R. SOELBERG, Peerless Sausage Co., Chehalis, Wash., and vice chairman, THORES G. JOHNSON, Made Rite Sausage Co., Sacramento, Calif.

All WSMPA member companies are represented on the committees.

J O B S

The election of ROBERT O'HANLON as vice president of Frotee Type Foods and HENRY LISKA as vice president of Meat Export Co. has been announced by JOSEPH D. PAVLAK, president of B. Schwartz & Co., Chicago. Both firms are wholly-owned subsidiaries of the Schwartz concern. The new vice presidents will be located in the Chicago office at 2055 W. Pershing rd.

C. J. MURRAY has been named superintendent of the Royal Packing Co. plant at Broderick, Calif., which was leased recently by Swift & Com-

pany. Murray formerly was a member of the Swift general superintendent's office in Chicago.

Stark, Wetzel & Co., Inc., Indianapolis, is putting increased emphasis on safety with the appointment of ELLIS KLINE as safety director for the company's three plants, GEORGE STARK, president, announced. Kline, who joined the company four years ago, has been serving in production and livestock procurement work. He is a graduate of Purdue University with a major in agriculture.

ROBERT C. SAUNDERS has been appointed assistant sales manager at the Armour and Company plant in South St. Joseph, Mo. He previously was sales manager of the plant's canned foods division.

The appointment of REX E. ERMEY as Kansas City district sales manager for Wilson & Co., Inc., has been announced by J. D. PETRY, general manager of the Kansas City plant. Ermy joined Wilson in Kansas City in 1947.

P L A N T S

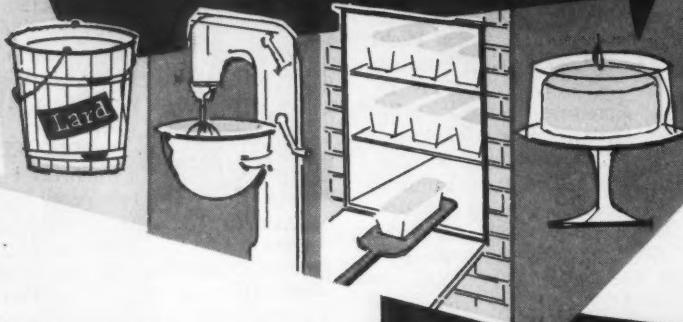
The new \$2,250,000 plant of Reelfoot Packing Co., Union City, Tenn., was exhibited to the public at an open



RESERVE AWARD CITATION of Department of Defense has been presented to The Rath Packing Co., Waterloo, Ia., for its cooperation with military reserve activities. Photo shows ceremony in which Howard H. Rath, chairman of board, received award on behalf of company from Col. George G. Garton, chief of Iowa military district. Looking on are Waterloo Mayor Glenn Stech (extreme left) and Merle Parr (right), president of Waterloo Chamber of Commerce. Company was recommended for award by Capt. Junior L. Oren of industrial engineering department. Rath was cited for personnel policies which encourage employees to participate in military reserve. Reservists and National Guardsmen witnessed ceremony.

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NEWLY-ELECTED vice president of Southeastern Meat Co., Atlanta, Ga., Jack Lipscomb (left) is congratulated by Ben Butler, secretary-treasurer of the purveying firm. Lipscomb will continue as plant manager. He joined the company ten years ago as a salesman, later transferring into the plant.

house November 3. The plant was constructed in two phases, with the second unit just completed at a cost of about \$1,500,000. A \$750,000 unit was built three years ago. The plant now has an annual capacity of 250,000 hogs and 65,000 cattle. C. T. HOLBROOK is secretary and general manager. President of the company is LORENZ NEUHOFF, JR., of Roanoke, Va. Neuhoff also is president of Valleydale Packers, Inc., and Frosty Morn Meats, with plants in Salem and Bristol, Va.; Clarksville, Tenn.; Kinston, N. C., and Montgomery, Ala.

Fire, which apparently started when grease drippings were ignited by smoldering sawdust in the smokehouse, caused damage estimated at \$20,000 to the plant of John Wenzel Co., Wheeling, W. Va.

Twin City Packing and Locker Co., Festus, Mo., has purchased the business, inventory and trucks of Sewald Meat Co., Festus, and leased the Sewald plant and grounds, WALTER W. WALTON and C. A. LONG, owners of Twin City Packing, announced. They said that the Sewald plant will be devoted exclusively to the killing and processing of beef and pork, and all sales will be handled through the Twin City plant. EARL BAYER will continue as manager of the Sewald plant.

Directors of Nova Scotia Abattoir Ltd., Halifax, N. S., refused to be discouraged over the report of a business consulting firm that predicted annual losses at the company's proposed \$800,000 abattoir at Halifax. Turning down the survey report, the board voted to seek more share capital from farmers and more aid from the pro-

vincial government. The company so far has raised about \$150,000 and has pledges of \$300,000 from the provincial government and \$75,000 under the Canadian government's cold storage assistance act. Farmers will be asked to raise an additional \$400,000, and \$1,200,000 more will be sought from the provincial government. The extra money would be used for working capital.

A meat processing plant will be built in Henderson, N. C., by HORACE and L. N. FALKNER, who now operate three retail food outlets in Henderson. They say the plant will employ eight to ten persons.

A charter of incorporation listing capital stock of \$500,000 has been granted to Forest Packing Co., Forest, Mississippi.

Members of the Missouri Frozen Food Locker Association probably went back to their plants and reviewed their fire-prevention programs following a meeting at the Melody Farm packing plant, near Parkville, Mo. About 100 delegates to the meeting had toured the packing facilities and were having lunch in another building when fire broke out in the plant. BEN LEWIN, owner, estimated the loss at \$35,000 to \$50,000.

RUDY MUNDERLOH, a Sidney (Neb.) grocer, has announced plans to construct a beef killing and processing plant near Sidney.

A \$250,000 fire destroyed a large frame warehouse of The Cudahy Packing Co. at Washington Court House, Ohio.

Barthel Provision Co. of Louisiana, Inc., Rayville, La., has filed articles with the Louisiana secretary of state changing the firm's name to Barthel Packing Co., Inc., and increasing its authorized capital stock to \$100,000.

TRAILMARKS

Dr. JOHN A. PATTON, inspector in charge of federal meat inspection at Milwaukee, has retired after many years of service. A graduate of St. Joseph Veterinary College, St. Joseph, Mo., he became a veterinary inspector for the USDA in 1915 and served in a number of other midwestern cities before going to Milwaukee in 1937. Dr. Patton also served as a member of the Army Veterinary Corps during both World Wars. He was stationed in Britain, supervising inspection of food for invading troops on the continent during World War II and was shifted to the Pacific theater with similar duties. Dr. Pat-



"MAINTENANCE EFFICIENCY Award" of Fleet Owner magazine, consisting of plaque and purple and gold pennant, has been won by The E. Kahn's Sons Co., Cincinnati, which competed internationally with 700 companies. Kahn's trucks and passenger cars traveled more than 2,000,000 miles last year, and efficient fleet management kept mileage per gallon of gasoline at outstandingly high level. Photo shows Paul Haines (right), Kahn's fleet superintendent, being congratulated by Louis Kahn, executive vice president.

ton retired from the Veterinary Corps as a colonel in 1946 and resumed his USDA post in Milwaukee.

The Meat and Poultry Purveyors Association, Inc., New York City, will hold its annual meeting on Tuesday, November 19, at the One Fifth Avenue Hotel, ALFRED LOWENSTEIN of J. Lowenstein & Son, association president, announced. The impact of recent legislation, particularly the federal Poultry Products Inspection Act, will be discussed. The new federal law will virtually outlaw the New York dressed (plucked but not eviscerated) bird, a large seller in the New York area, according to industry spokesmen.

Geo. A. Hormel & Co. is promoting its home town of Austin, Minn., as a site for industry in a one-page advertisement in the November issue of the *Reader's Digest*. The unusual ad, headed "A good town to GROW in," hails "the unique flavor and character of Austin which deserves to be brought to the attention of other industries and other manufacturers looking for the ideal Midwest 'Home Town' where they can put down roots and grow as Hormel has." Batten, Barton, Durstine & Osborn, Inc., is the advertising agency.

ISADORE FLEEKOP, head of Fleekop's Wholesale Meats, Philadelphia, has been selected to receive the "Man of the Year" award of the Israeli Lodge, B'nai B'rith, Philadelphia, in recognition of his 21 years of philanthropic service to the community.

The presentation will be made at a \$100-a-plate dinner in Fleekop's honor at the Bellevue-Stratford Hotel on November 13. Proceeds of the dinner will go to the Hillel Foundation of B'nai B'rith.

JACOB E. DECKER & SONS, Inc., Dallas, Tex., saluted ROBERT REID, the plant's top salesman, with a "Robert Reid Week" beginning October 28. Reid also was guest of honor at a banquet of the Texas Retail Grocers Association in Dallas.

LEROY CRAYTON, president of Crayton's Products, Inc., Cleveland, has been appointed to the board of trustees of Highland View Hospital by the county board of commissioners.

JOHN HESS, sr., of Hess Meat Co., St. Louis, and his wife celebrated their 50th wedding anniversary.

MARVIN THAL of Penn Beef Co., Chester, Pa., is one of the officers of a new business corporation establishing the Doylestown Country Fair, an all-inclusive shopping center at Doylestown, Pa.

DR. EDWARD N. TIERNEY, who retired October 31 as chief of the special projects section, Meat Inspection Division, after more than 46 years of federal meat inspection service, received one of the Department of Agriculture's highest honors this year. A superior service

award was presented to him last May "for skill in public administration and international and intergovernmental relations in handling an essential part of the Department's complex problems involving exportation and importation of meat and meat food products." Dr. Tierney, a graduate of Chicago Veterinary College, joined the USDA in 1911 and served as inspector in charge of meat inspection in several cities. He was assigned to the Washington headquarters of the Meat Inspection Division in August, 1935, and worked in every section of that office before becoming chief of special projects in 1941.

DR. M. D. MITCHELL has been appointed South Dakota state veterinarian and executive secretary of the state livestock sanitary board.

DON MAHON of Des Moines was re-elected president of the National Brotherhood of Packinghouse Workers at the independent union's 19th



DR. TIERNEY

annual convention in Kansas City. Delegates amended the union's constitution to include dairy workers and employes in other food processing and distribution industries.

Samuels & Co., Inc., Dallas, Tex., is offering the services of a home economist for group discussions and demonstrations at meetings of civic groups and women's clubs.

LOUIS WAXMAN, president of Colonial Beef Co., Philadelphia, has been elected assistant secretary-treasurer of the Golden Slipper Square Club Camp for needy boys and girls.

DEATHS

CLARENCE A. WARDRUP, 56, president and general manager of Wardrup Provision Co., Harlan, Ky., was killed in an automobile accident. Survivors include his widow, CLARA, who is vice president of the company. Wardrup also was owner of Wardrup Packing Co., Blackey, Ky.

WILLIAM F. PETERS, 62, chairman of the board of Peters Meat Products, Inc., St. Paul, Minn., died November 3. He had suffered a heart attack five days earlier. Peters also was vice president of the Minnesota State Bank and vice president of the St. Paul Hockey Club. His son, W.

RICHARD, is vice president of Peters Meat Products, and a brother, ROBERT E., is president and general manager. Also surviving are his widow, MARIE; his mother, MRS. G. F. PETERS; another brother, RALPH J., and five sisters.

J. GEORGE O'BRIEN, packaging and purchasing consultant for Peet Packing Co., Chesaning, Mich., died November 5.

EARL McCCLANAHAN, 73, former assistant secretary of Armour and Company, Chicago, died November 2. He retired seven years ago after 30 years with Armour. The widow, FLORENCE, and a daughter survive.

MICHAEL J. MANNEBACH, 77, founder of a Chicago wholesale meat firm bearing his name, died November 1.

ALBERT HELLER, 87, one of the founders of B. Heller & Co., Chicago, manufacturer of seasonings and other ingredients for the meat industry, has passed away. He and his brother, the late BENJAMIN HELLER, established the company more than 60 years ago. Albert Heller was president and chairman of the board before his retirement. He is survived by the widow; a son, JAMES R., now board chairman of B. Heller & Co., and a daughter, Mrs. JEAN STRAUSS.

Mississippi Packer Is Host For Hog Field Day, Show

Opportunities for further expansion of hog production in the Meridian (Miss.) area were emphasized at the Lauderdale County Hog Field Day and Market Hog Show, held recently at the plant of Owen Bros. Packing Co., Meridian.

Owen Bros. provided a carcass display, lunch and prizes as well as the meeting place. R. C. Mollett, manager of Owen Bros., said the company requires 800 to 1,200 hogs per week throughout the year and gets about 80 per cent of them from within Mississippi. Mollett discussed carcass grading and evaluation.

"Hogs are one of the golden opportunities that we have today to better our agriculture income," said Si Corley, commissioner of agriculture for Mississippi. With reduced cotton acreage, grains grown on much of the remaining land can be marketed profitably through hogs, cattle, sheep and poultry, he pointed out. Other speakers emphasized the importance of producing meat-type hogs to satisfy consumer demands.

The event was attended by 85 hog producers and agricultural workers from several Mississippi and Alabama counties.

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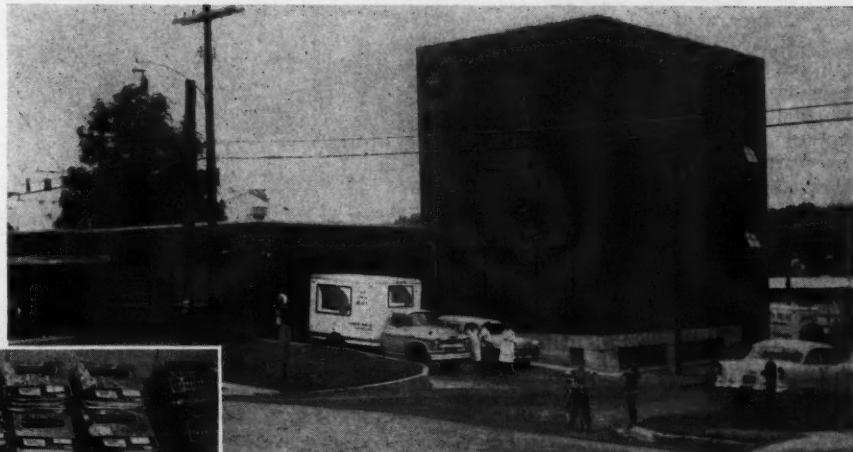
Zone _____ State _____

Company _____

Title or Position _____

Meat

Jobber Finds



ABOVE: New addition to Horman plant is at right. LEFT: Product name stands out on labels for sliced items the firm now packages.

Success in Sausage Manufacturing Venture

THOSE meat organizations which cite rising costs and narrow margins as reasons why profits are declining, may gain new inspiration by a look at a comparatively young sausage manufacturing concern which is developing successfully.

On August 1 the Horman Meat Co. of Marshall, Mo., considerably increased its capacity by expanding operations into a new three-story and basement addition. The main reason was the start of slicing and packaging 17 luncheon meat items. The addition also provided room for holding frozen product, expansion of fresh meat fabrication, shipping facilities and a new engine room. A new boiler is being installed in a new power house adjoining the rear of the main structure. The sausage kitchen has been remodeled and new machinery purchased.

When Horman's, an established meat jobbing business, first thought of going into sausage manufacturing in 1948, the firm began by adding a 70 x 80 ft. building with cooler and storage space for future needs. Construction included an enclosed loading dock and adequate office. In 1951, upon completion of a 40 x 50 ft. kitchen, the concern cautiously started manufacture of 2,000 lbs. of sausage a week. Now, only seven years later, the plant has 40 employees and a capacity of 50,000 lbs. of sausage weekly. Plans are already in process to double the plant's output

of processed meats within the next five years.

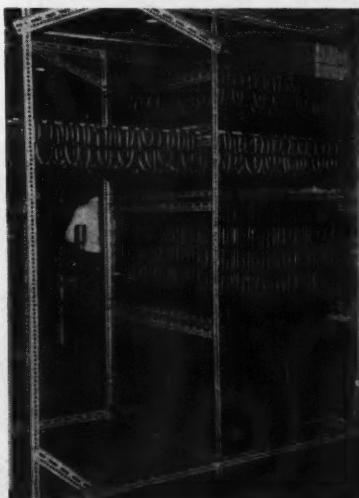
A. H. Horman, owner and active head of the business, says that demand for the firm's sausage products has been kept considerably ahead of its ability to supply. He adds that this desirable condition has undoubtedly been brought about by an uncompromising policy of making only one top grade of high quality products.

The company has the advantage of having executives with long experience in the meat field. Horman recalls that in 1930 he began jobbing by delivering in a two-door sedan which he soon traded for a Chevrolet station wagon. The business now possesses ten refrigerated trucks of the same make. His son, Elmer, general manager, started 19 years ago when, at the age of 12, he helped load trucks and make deliveries. E. C. Larsen, sausage supervisor, has manufactured meats for over 35 years. Wayne Ferrin, sales manager, has wide experience in the preparation and distribution of meats.

The plant is situated in a thriving community 80 miles straight east of Kansas City and in the midst of a prosperous agricultural and livestock area. Designed by the architectural firm of Emil O. Bayert, Kansas City, the plant conforms to federal specifications although not now under MID.

The 28 ft. x 44 ft. addition is constructed of steel and poured concrete with a brick exterior and inner walls

finished with cream glazed tile from floor to ceiling. The top floor is taken up by a freezer large enough to allow the purchase of raw material in carload lots. The second floor is devoted to slicing and wrapping luncheon meats and wrapping wieners. Boning, fabricating and men's welfare facilities are on the ground level, while refrigeration machinery and a women's locker room are in the basement. Travel between the levels is by a self-service hydraulic elevator equipped with a 7 x 8 ft. cage trav-



HANGING RACKS are built of lengths of preformed stainless steel in the plant.

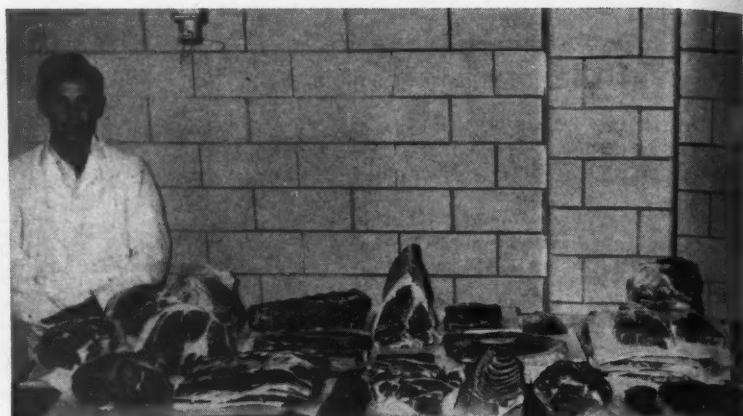
eling at the rate of 75 fpm. Supplier is the Rotary Lift Co., Memphis.

In the new slicing department most items are prepared in 6-oz. packages wrapped in clear Saran film. Exceptions include bologna, which is wrapped in both 6-oz. and 1-lb. portions; cooked ham in 4-oz. packages, and a 1-lb. variety pack containing four different kinds of meat which are changed according to the season. New equipment for slicing includes a U. S. loaf slicer, Miller and Miller moving belt wrapping table, Exact Weight over-and-under scales, automatic sealers and shrink tunnel, and a Kiwi dater.

The trademark carried on all packaging, advertising and on truck panels is an outline of the state of Missouri filled in with a bright yellow and bordered with red against a white background. The possessive name of the company is printed in underscored red script across the center of the yellow field. A new design for sliced meat labels was developed by Miller and Miller in cooperation with company officials. The product is identified by large white letters on a dark brown rectangle. The rectangle is impressed over a realistic lithographic illustration of the product in the container.

"Horman's" brand wieners are wrapped in 1-lb. packages containing 10 links and in bulk in 6-lb. cartons. The 1-lb. packages are formed in two layers secured with a self-locking printed cardboard collar which is overwrapped with clear cellulose sealed with Great Lakes hand irons. "Family" brand wieners are packed 25 links in three layers in a shallow cardboard tray secured with a tight overlay of clear film. This 40-oz. package was developed to supply dealers with an even-money unit selling for \$1.00.

Sausage kitchen rearrangement was made possible by moving the wiener



MEATS FABRICATED for restaurants and institutions are shown by sales manager Ferrin.

wrapping line, boning and fabricating cooler, and shipping department into the new structure. Expanded sausage facilities include a Boss silent cutter; Buffalo converter and mixer; Hydraulslicer; 2 large stuffers; TY linkers, and four smokehouses.

Of 12 loaves manufactured, the



A. C. HORMAN (left) and his son confer over the Provisioner's "Yellow Sheet."

most popular is a 6-lb. liver loaf wrapped in $\frac{1}{8}$ -in. of fat back which accentuates the slightly pinkish cast of the meat when sliced. Next in demand is a mock chicken loaf and this is followed by a high quality souce made in 6-lb. loaves containing large chunks of lean meat and attractive

quantities of pickles and pimentos.

Deliveries are made over a 100-mile radius in trucks with bodies made by American Body Co., Kansas City, and Kold-Hold refrigeration. Two trucks work out of a branch in Kansas City. All trucks deliver on a peddler basis. Horman's believes that this method of selling is preferable because it takes some gamble out of retailing by minimizing the need for forecasting sales. The dealer also has an opportunity to see and taste, if he desires, the exact items that he is purchasing, says sales manager Ferrin. The trucks are loaded by a night shipping gang to a regular inventory plus special orders.

While advertising is usually held to a minimum, a half-hour TV program and other promotion will soon be started to publicize a new line of fresh meats and wiener packaging. In store demonstrations the company passes out wiener samples of a half-link between half slices of bread. To make the required half slices readily available sliced loaves of bread are sawed lengthwise.

One innovation in the plant is the use of perforated stainless steel members in construction of racks and table bases. These can be assembled by inexperienced help into any required form. This stamped metal is furnished by the Dexion division of the Acme Steel Corp. and is said to be light in weight and easy to clean.

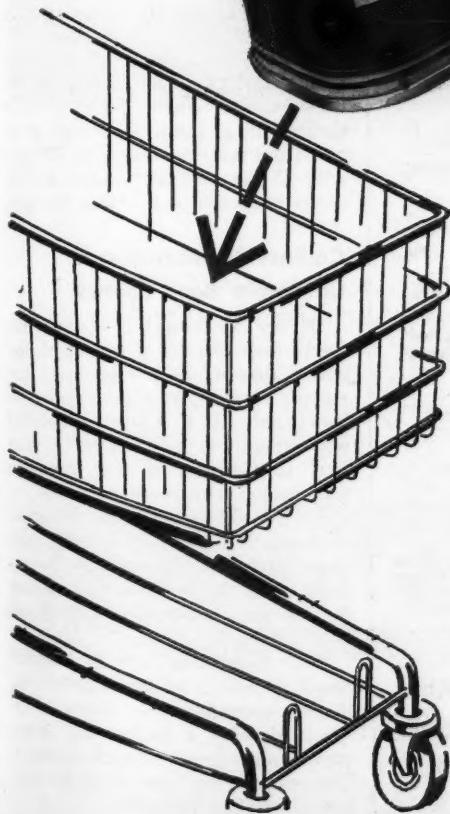
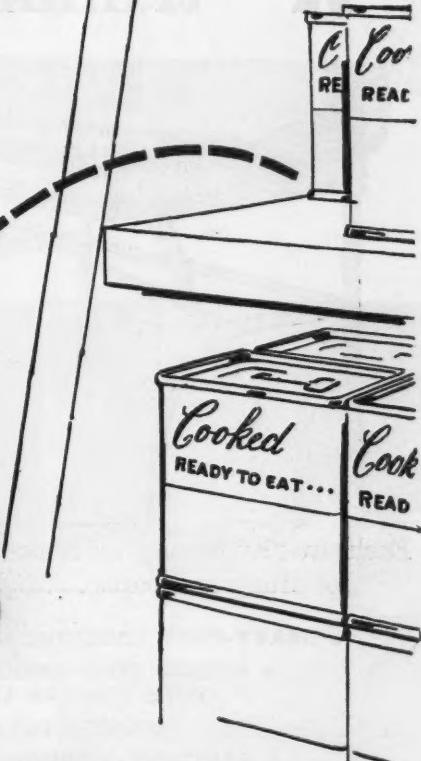
Floors are cleaned and labor saved with a new style squeegee. Made 30 in. long, the blade is curved for greater efficiency in moving water and meat scraps. It is double-edged, reversible in action and conforms to uneven floor surfaces. Supplier is the Costello Manufacturing Co. of St. Louis, Mo.

Older refrigeration equipment has been replaced and augmented in an efficient new installation in the basement of the new building. Here are



SPEEDY slicing and wrapping line for luncheon meats terminates with a shrink tunnel.

OFF THE SHELF IN A HURRY!



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Your luncheon meat will travel from shelf to basket faster—and more frequently—when it's packed in a colorful Continental meat can. This silent salesman has sales appeal "written all over it" by the master lithographers of Continental. The lithography dramatically displays any message you wish to tell, and any illustration you wish to show. Let our craftsmen work with your designers to create a meat can that will literally make your product *jump* from shelf to sales!

NEW KING SIZE Continental luncheon meat cans are available in the new economical 16-ounce King Size as well as standard 12-ounce size.



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Exclusive "K" frame gives convenient, under-the-table space for drums and boxes . . . right at your finger tips!

- **HEAVY-DUTY CONSTRUCTION**
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Here's the first real NEWS in cutting tables in years. It's the new Koch Trimming Tables with the exclusive "K" frame.

Cross braces beneath the table are recessed to give the worker more freedom . . . nothing is in the way to interfere with the worker's feet and legs. Drums, boxes, and trucks go conveniently under the table . . . right at the worker's finger tips. Koch "K" Tables make work faster, easier, more convenient.

Koch "K" Tables come in a complete range of standard sizes: 6, 8, 10, 12, and 14 ft. lengths. Table tops of 14-gauge polished stainless steel, 24-in. wide metal working surface, with 10-in. high back guard. All corners rounded for easy cleaning. Supplied with either standard 18-in. wide removable cutting boards, or with new U. S. Royal cutting boards (at additional cost).

No. 2290—10-ft. Trimming Table with maple cutting board,
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Write for prices on other size tables, and remember, KOCH will custom-build tables to your exact specifications—any size, any type. Write today . . . send your requirements, and KOCH will furnish you a drawing and quotation, without cost or obligation.

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located three inter-connected and automatically-controlled two-cylinder Frick compressors and an accompanying Recold evaporative condenser supplied by the Recold Engineering Co., Los Angeles. All piping for the Freon 12 system is of copper. Freezer



NEW SQUEEGEE is used at Horman's.

rooms are cooled by Recold blower units mechanically defrosted by hot gas under the control of electronic timing devices. Cooling in the higher temperature rooms is done by Gebhardt ceiling units. Discharge pressure from the compressors is 100 psi. with 25 psi. suction pressure on the cooler evaporators and 10 on freezers.

Collinsville Man Heads California Beef Council

Harvey McDougal of Collinsville, Calif., was elected president of the new California Beef Council at the group's organizational meeting in Sacramento. A. H. Clarke of Soledad was chosen as vice chairman, and Carl L. Garrison of San Francisco was named temporary secretary.

A 1957 statute authorizes the council to conduct educational and promotional programs, financed by the industry, for the purpose of increasing the use and consumption of beef and beef products.

The 19-member council selected San Francisco as its headquarters and named committees to review office space, develop a budget and interview candidates for council manager. The next meeting was set for December 11 in San Francisco.

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2. **DRAIN** steaks thoroughly—about one minute—over drip pan to remove excess solution.



3. **FREEZE**... wrap steaks individually and freeze as quickly as possible for maximum color retention.

Now, it's so easy to boost your portion steak sales and profits! Thanks to Age-It, you can offer lower cost steaks of assured tenderness. Age-It, the proven tenderizer, provides uniformity of texture—enhances the true steak flavor of every cut. With Age-It, you can freeze high-profit steaks from utility, commercial, or even high-cutter beef. And it's so

economical, too—costs you less than two cents per pound of meat.

Try it! Just follow the simple directions—dip . . . drain . . . freeze. You'll be amazed at the immediate results in your profit picture! Contact your nearest Huron office for the name and address of the Age-It distributor in your area.

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Flashes on suppliers

LEWIS-SHEPARD PRODUCTS, INC.: JOHN J. BOYLE, JR., has been appointed exclusive sales and service representative in the Columbus, Ohio, area by the producer of electric fork trucks. Boyle will maintain complete sales and service facilities at 4029 East Main Street, Columbus. He was previously assistant to the vice president and general sales manager at the company's general office in Waternott, Mass.

ALF BODY CORP.: This wholly-owned subsidiary of American La France Corp. of Elmira, N. Y., now operating the Herman Body Co. of St. Louis, announces the following executive appointments: J. C. ESHER, vice president and general manager; W. C. IRISH, general sales manager, and I. W. BUSSE, assistant general sales manager. Esher was formerly vice president of the Herman Body Co.; Irish was formerly manager, locomotive sales department of the Baldwin-Lima-Hamilton Corp., and Busse has been in the Herman sales organization for eight years.

PURE CARBONIC CO.: DONALD C. GILES, formerly branch manager of Pureco's Seattle district, has been appointed district manager at Berkeley, Calif. Pure Carbonic Co. is a division of Air Reduction Co., Inc., and is a major producer of carbon dioxide in liquid, gaseous, and solid ("dry-ice") forms for wide application in industry.

MILPRINT, INC.: The appointment of ROBERT H. GREEN to the sales staff has been announced by BERT HEFTER, vice president and general manager of the Milwaukee lithography and packaging firm. Green will represent Milprint in Chicago.

RADIATION APPLICATIONS, INC.: DR. WOLFGANG HUBER has become a member of the Board of Associates of this New York firm. Dr. Huber, who is presently maintaining offices as an independent consultant in San Francisco, will also act as RAI's west coast representative in its study of radiation preservation of foods and drugs.

PACIFIC INTERMOUNTAIN EXPRESS: The move of the general offices of this motor transportation company from 299 Aldine street, Oakland, Calif., to 1417 Clay street, was announced by A. S. GLIKBORG, president. The move will be completed by the end of the year.

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- *Packers Powder® Cure is not made in the old fashioned mechanical mixing method
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ALL MEAT... output, exports, imports, stocks

Meat Output Down; Beef Volume Up

Production of meat under federal inspection sustained another setback last week as a further cut in hog slaughter more than offset a small increase in slaughter of cattle and output of beef. Volume was also considerably smaller than last year. Inspected packers produced a total of 423,000,000 of meat compared with 424,000,000 lbs. the previous week and 454,000,000 lbs. for the corresponding period of last year. Slaughter of cattle, while up by a small margin over the previous week, numbered about 23,000 head below last year. Hog slaughter, down by about 30,000 head for the week, was about 249,000 head smaller than last year. Estimated slaughter and meat production by weeks appear below as follows:

Week Ended	BEEF		PORK (Excl. lard)		TOTAL MEAT PROD. Mill. lbs.
	Number M's	Production Mill. lbs.	Number M's	Production Mill. lbs.	
Nov. 2, 1957	401	219.3	1,295	172.8	423
Oct. 26, 1957	398	217.7	1,325	175.2	424
Nov. 3, 1956	424	219.6	1,544	197.7	454

Week Ended	VEAL		LAMB AND MUTTON		TOTAL MEAT PROD. Mill. lbs.
	Number M's	Production Mill. lbs.	Number M's	Production Mill. lbs.	
Nov. 2, 1957	160	19.2	254	11.4	423
Oct. 26, 1957	160	19.5	265	11.7	424
Nov. 3, 1956	191	23.7	297	13.4	454

Week Ended	AVERAGE WEIGHT AND YIELD (LBS.)					
	CATTLE		HOGS		LARD PROD.	
	Live	Dressed	Live	Dressed	Per cwt.	Mil. lbs.
Nov. 2, 1957	985	547	232	133	—	40.0
Oct. 26, 1957	985	547	230	132	—	41.0
Nov. 3, 1956	976	518	226	128	14.4	50.2

Sees Uncertain Demand For Beef During Coming Year

Demand for beef is uncertain during the coming year because of layoffs, rumors of layoffs and uncertainty in the business world, L. H. Simerl, agricultural economist at the University of Illinois, told visitors at the annual cattle feeders day at Urbana, Ill., last week.

Speaking to more than 1,000 farmers in attendance, Simerl said: "Consumer demand for the high choice and prime beef seems to be less strong this fall than a year ago. This change reflects the uncertain business outlook and a more cautious spending policy on the part of the high-income group. The next trend in the demand for highly finished beef is uncertain."

Demand for other grades of beef remains very strong. Some workers have been laid off in recent weeks, but this is a normal situation even during periods of high-level prosperity and business volume.

Judging from past history, the sea-

sons in which cattle prices are most likely to be good are as follows: Cows and utility steers, March to June; commercial and good steers and heifers, May to July; choice steers and heifers, July to October; and prime steers, September to January," he pointed out.

CHICAGO LARD STOCKS

Lard inventories in Chicago on October 31 totaled 15,014,219 lbs., according to the Chicago Board of Trade. This volume compared with 27,420,152 lbs. in storage on September 30 and 40,179,357 lbs. on October 31 last year.

Lard stocks by classes (in pounds) appear in the table below:

	Oct. 31 1957	Sept. 30 1957	Oct. 31 1956
P.S. Lard (a) ..	3,081,302	.....	2,401,742
P.S. Lard (b) ..	6,730,754	19,384,582	27,549,179
Dry Rendered			
Lard (a) ...	2,200,766	.....	.....
Dry Rendered			
Lard (b) ...	475,907	6,072,570	8,065,621
Other Lard ...	2,525,400	1,963,000	2,162,815
TOTAL LARD	15,014,219	27,420,152	40,179,357

(a) Made since Oct. 1, 1957.

(b) Made previous to Oct. 1, 1957.

AMI PROVISION STOCKS

Pork stocks as reported to the American Meat Institute, totaled 92,400,000 lbs. on Nov. 2. This volume was 18 per cent below the 113,000,000 lbs. in stock a year earlier.

Stocks of lard and rendered pork fat at 39,600,000 lbs. compared with 48,600,000 lbs. in stock on about the same date a year earlier.

The accompanying table shows stocks as percentages of holdings three weeks before and a year earlier.

	Nov. 2 stocks as percentages of inventories on Oct. 12	Nov. 3
HAMS:		
Cured, S.P.-D.C.	100	106
Frozen for cure, S.P.-D.C.	111	85
Total hams	105	76
PICNICS:		
Cured, S.P.-D.C.	100	85
Frozen for cure, S.P.-D.C.	133	71
Total picnics	113	71
BELLIES:		
Cured, D.S.	149	106
Frozen for cure, D.S.	125	71
Cured, S.P.-D.C.	98	72
Frozen for cure, S.P.-D.C.	204	71
OTHER CURED MEATS:		
Cured and in cure	96	84
Frozen for cure	115	87
Total other	100	88
FAT BACKS:		
Cured, D.S.	92	71
FRESH FROZEN:		
Loins, spare ribs, neckbones, trimmings, other—Total	90	115
TOT. ALL PORK MEATS	111	82
LARD & R.P.F.	96	81

ST. LOUIS PROVISIONS

Provision stocks in St. Louis and East St. Louis on October 31 totaled 4,246,423 lbs. of pork, the St. Louis Livestock Exchange has reported. This volume compared with closing September stocks of 4,688,971 lbs. and 5,282,326 lbs. at the close of October, last year. Lard stocks amounted to 1,921,678 lbs. compared with 1,992,607 lbs. a month before and 2,688,285 lbs. a year earlier. Area hog slaughter numbered 396,378 head in October as against 342,199 in September and 433,766 in October 1956.

Meat Index Edges Upward

Price adjustments in meat during the week ended October 29 resulted in a fractional rise in the wholesale price index to 90.4 from the 89.8 average for the week before, the Bureau of Labor Statistics has reported. The average primary market price index settled a shade to 117.5 from 117.7 for the week before. The same indexes for the corresponding period last year were 80.5 and 114.9, respectively. Current indexes were calculated on the basis of the 1947-49 average of 100 per cent.

PROCESSED MEATS . . . SUPPLIES

Commercial Meat Output In September Up Shade Over August, Year Earlier

PRODUCTION of meat at commercial slaughter plants totaled 2,095,000,000 lbs. in September, according to the Crop Reporting Board. This volume represented a small increase over the August output of 2,082,000,000 lbs. and last year's volume of 2,070,000,000 lbs. in September. Commercial meat production includes slaughter in federally inspected plants and other wholesale and retail establishments, but not slaughter on farms and ranches.

Volume of output for the first nine months of 1957 aggregated 18,950,000,000 lbs. for a 3 per cent decrease from the 19,517,000,000 lbs. produced in the same period of last year. Of the January-September 1957 total, 10,435,000,000 lbs. were beef, 1,088,000,000 lbs. veal, 6,897,000,000 lbs. pork, and 530,000,000 lbs. lamb and mutton. Output for the period last year consisted of 10,442,000,000 lbs. of beef, 1,120,000,000 lbs. veal, 7,412,000,000 lbs. pork, and 543,000,000 lbs. lamb and mutton.

Aggregate slaughter for the year included 19,751,000 head of cattle compared with 19,700,300 last year; 8,819,300 calves compared with 9,031,100 last year; 52,236,700 hogs compared with 56,511,500 last year, and 11,398,800 sheep and lambs compared with 11,909,900 head slaughtered last year.

Beef production in September amounted to 1,149,000,000 lbs. for a

4 per cent drop from August volume of 1,195,000,000 lbs., but a 4 per cent gain over the 1,105,000,000 lbs. produced in September last year. Cattle slaughter at 2,206,400 head was down by about 5 per cent from the 2,316,800 head in August, but a trifle larger than last year's September kill of 2,201,400 head.

Production of veal in September totaled 130,000,000 lbs. compared with 137,000,000 lbs. in August and 140,000,000 lbs. in September of last year. Slaughter of the young stock numbered 1,039,900, 1,005,700 and 1,088,400 head for the three periods, respectively.

Output of pork rose 10 per cent in September to 760,000,000 lbs. over the August volume of 694,000,000 lbs., but lagged a shade under last year's production of 767,000,000 lbs. for the month. Slaughter for the month numbered 5,995,700 hogs compared with 5,309,400 in August and 5,969,300 in September last year.

Lard production for the month totaled 173,000,000 lbs. compared with 159,000,000 lbs. in August and 177,000,000 lbs. last year. Grand total output of the product through September at 1,729,000,000 lbs. was down by about 7 per cent from 1,861,000,000 lbs. last year.

Output of lamb and mutton amounted to 56,000,000 lbs., the same as for August, but a trifle below the 57,000,000 lbs. produced in Septem-

ber last year. Slaughter of sheep and lambs numbered 1,243,100 head compared with 1,259,000 in August and 1,317,600 last year.

California Top Cattle, Sheep Slaughter State; Iowa, Hogs

California led the nation in slaughter of cattle and sheep during September, while Corn Belt states topped in slaughter of calves and hogs. Packers in California slaughtered a total of 203,000 head of cattle during the month. Illinois placed second with 181,000 and Iowa's 169,000 ranked it third. Kill in California was down from last year, while the other ranking states showed gains.

Wisconsin, with much of its dairy calf crop going to veal, topped the list with a slaughter of 110,000 calves. Texas and New York, always strong competitors, tied for second place with 98,000 each. Third-place Pennsylvania reported a kill of 74,000 head for the Keystone state.

Iowa was far out in front in hog slaughter, reporting a kill of 1,057,000 porkers, followed in that order by Illinois and Minnesota, with 484,000 and 482,000, respectively. Hog slaughter was up in Minnesota and Iowa while that in Illinois was down from last year.

California stood out in slaughter of sheep and lambs, with 183,000, followed by 140,000 in Colorado, and 99,000 in Iowa. Slaughter of the animals was up in California and Colorado, but down in Iowa, from the numbers slaughtered last year.

DOMESTIC SAUSAGE

Portland sausage, bulk	(1 lb. lb.)	
In 1-lb. roll, ...	35 @ 41½	
Pork sausage, ...	35 @ 51	
Frank's, a.c., 1-lb. pk. ...	60% @ 64	
Frank's, skinless,		
1-lb. pk. ...	46 @ 47	
Bologna, ring, (bulk) ...	44 @ 51	
Bologna, art. cas. ...	38½ @ 40	
Bologna, a.c. sliced,		
1-lb. pk. ...	2,906 @ 40	
Smoked liver, n.b. bulk ...	47 @ 57	
Smoked liver, a.c. bulk ...	46½ @ 44	
Pork, sau. smoked ...	62 @ 66	
New Eng. lunch spec. ...	61 @ 68	
sliced, 6-7oz. ...	4,306 @ 48	
Olive loaf, ...	43½ @ 51	
O.L. sliced, 6-7oz. ...	3,366 @ 55	
Blood and tongue bulk ...	46½ @ 58	
Pepper loaf, bulk ...	59½ @ 67	
P.L. sliced, 6-7 oz. ...	4,006 @ 44	
Pickle & pimento loaf ...	39½ @ 46	
P.&P., sliced, 6-7oz. ...	3,20 @ 38	

DRY SAUSAGE

(1 lb. lb.)	
Cervelat, ch. hog bungs...	97 @ 99
Thuringer ...	85 @ 99
Farmer ...	82 @ 94
Holsteiner ...	84 @ 96
Salamami, B. C. ...	86 @ 88
Salamami, Genoa style ...	1,00 @ 102
Salamami, cooked ...	46 @ 48
Pepperoni ...	84 @ 86
Sicilian ...	97 @ 99
Geteborg ...	82 @ 84
Mortadella ...	58 @ 60

SEEDS AND HERBS

(1 lb. lb.)	Whole	Ground
Caraway seed ...	19	24
Cominos seed ...	40	46
Mustard seed,		
fancy ...	28	
yellow Amer. ...	17	
Oregano ...	44	
Coriander,		
Morocco, No. 1 21	25	
Marjoram, French 99	74	
Sage, Dalmatian,		
No. 1 ...	56	64

SPICES

(Basis, Chicago, original barrels,
bags, bales)

	Whole	Ground
Allspice, prime ...	78	88
Resifted ...	86	95
Chilli, pepper ...	45	
Chilli, powder ...	52	
Cloves, Zanzibar ...	67	78
Ginger, Jam., unbl. ...	92	101
Mace, fancy, Banda 3.50	4.10	
West Indies ...	3.75	
S. 60	3.60	
East Indies ...	3.60	
Resifted ...	37	
No. 1 ...	33	
West India nutmeg ...	2.70	
Paprika, Amer. No. 1 ...	48	
Paprika, Spanish ...	88	
Cayenne pepper ...	62	

Permer:	
Red, No. 1 ...	57
White ...	49
Black ...	40
43½	

SAUSAGE CASINGS

(l.c.i. prices quoted to manufacturers of sausage)

Beef rounds: (Per set)

Clear, 29/35 mm. ... 1.05 @ 1.35

Clear, 35/38 mm. ... 1.00 @ 1.15

Clear, 35/40 mm. ... 85 @ 1.10

Clear, 38/40 mm. ... 90 @ 1.35

Clear, 40/44 mm. ... 1.30 @ 1.65

Clear, 44 mm./up ... 1.95 @ 2.50

Not clear, 40 mm./dn. ... 65 @ 75

Not clear, 40 mm./up ... 75 @ 85

Beef weanans: (Per set)

No. 1, 24 in./up ... 18 @ 16

No. 1, 22 in./up ... 9 @ 14

Beef middles: (Per set)

Ex. wide, 2½ in./up ... 3.40 @ 3.55

Spec. wide, 2½-2½ in. ...

Spec. med., 1½-2½ in. ... 1.50 @ 1.60

Narrow, 1½ in./dn. ... 1.00 @ 1.05

Beef bung caps: (Per set)

Clear, 5 in./up ... 34 @ 40

Clear, 4½-5 inch ... 29 @ 32

Clear, 4-4½ inch ... 19 @ 21

Clear, 3½-4 inch ... 15 @ 16

Not clear, 4½ inch/up ... 18 @ 21

Beef bladders, salted: (Per set)

7½ inch/up, inflated ... 18

6½-7½ inch, inflated ... 18

5½-6½ inch, inflated ... 12 @ 13

Pork casings: (Per pack)

29 mm./down ... 4.50 @ 4.75

29/32 mm. ... 4.30 @ 4.65

32/35 mm. ... 3.00 @ 3.50

35/38 mm. ... 2.35 @ 2.95

38/44 mm. ... 2.15 @ 2.70

Hog bungs: (Each)

Sow, 34 in. cut ... 57 @ 62

Export, 34 in. cut ... 48 @ 58

Large prime, 34 in. ... 35 @ 39

Med. prime, 34 in. ... 26 @ 27

Small prime ... 16 @ 20

Middle, cap off ... 55 @ 60

Hog skips ... 5 @ 10

Sheep casings: (Per pack)

20/28 mm. ... 0.20 @ 0.30

24/26 mm. ... 0.20 @ 0.30

22/24 mm. ... 4.75 @ 5.25

20/22 mm. ... 4.10 @ 4.45

18/20 mm. ... 2.80 @ 3.25

16/18 mm. ... 1.45 @ 2.30

CURING MATERIALS

Nitrite of soda, in 400-lb. Cwt.

bbl., del. or f.o.b. Chgo. \$11.98

Pure rfd. gran. nitrate

of soda ... 5.65

Pure rfd. powdered nitrate

of soda ... 8.65

Salt, paper sacked, f.o.b.

Chgo., gran. carlots, ton. ... 30.00

Roch salt, ton in 100-lb.

bags, f.o.b. whse, Chgo. ... 28.00

Sugar:

Raw, 96 basis, f.o.b. N. Y. ... 6.17

Refined standard cans

gran. basis (Chgo.) ... 8.70

Packers' curing sugar, 100

lb. bags, f.o.b. Reserve.

La., less 2% ... 8.55

Dextrose, (less 10c):

Cerealone, regular ... 7.31

Ex-warehouse, Chicago ... 7.46

BEEF-VEAL-LAMB... Chicago and outside

CHICAGO

November 5, 1957

WHOLESALE FRESH MEATS CARCASS BEEF

	(Frozen, carlots, lb.)
Steers, gen. range:	(carlots, lb.)
Prime, 700/800	42½
Choice, 500/600	39 @39½
Choice, 600/700	39 @40
Choice, 700/800	39 @40
Good, 500/600	37½
Good, 600/700	37½
Bull	29
Commercial cow	29
Canner-cutter cow	26½ @26½

PRIMAL BEEF CUTS

	(Lb.)
Rounds, all wts.	49½
Trimmed loins,	
50/70 lbs. (lcl)	.75 @88
Square chuck,	
50/70 lbs. (lcl)	37
Arm chuck, 50/110.	35
Ribs, 25/35 (lcl)	.57 @59
Briskets (lcl)	25½ @26
Navels, No. 1	16½ @17
Flanks, rough No. 1.	17
choice:	
Hindqtrs., 5/800	47
Foreqtrs., 5/800	33½
Rounds, all wts.	48 @48½
Tr. loins, 50/70 (lcl)	.62 @70
Sq. chucks, 70/90	37
Arm chuck, 80/110.	35
Ribs, 25/35 (lcl)	.54 @54
Navels, No. 1	16½ @17
Flanks, rough No. 1.	17
Good, (all wts.):	
Rounds	.45 @46
Sq. cut chuck	.35½ @37
Briskets	.24 @26
Ribs	.46 @48
Loins	.54 @58

COW & BULL TENDERLOINS

Fresh J/L	C-C Grade	Froz. C/L
60@63...	Cow, 3/dn.	55
75	Cow, 3/4	72
80@83...	Cow, 4/5	78
90@95...	Cow, 5/up	85
90@95...	Bull, 5/up	85

BEEF HAM SETS

Insides, 12/up, lb.	45½
Outsides, 8/up, lb.	42½
Knuckles, 7½/up, lb.	45½

CARCASS MUTTON

Choice, 70/down, lb.	.20 @21
Good, 70/down, lb.	.19 @20
n—nominal, b—bid, a—asked.	

PACIFIC COAST WHOLESALE MEAT PRICES

	Los Angeles	San Francisco	No. Portland
FRESH BEEF (Carcass):	Nov. 5	Nov. 5	Nov. 5
STEER:			
Choice:			
500-600 lbs.	\$38.00 @40.00	\$38.00 @40.00	\$38.00 @39.00
600-700 lbs.	37.50 @39.00	36.50 @38.00	37.50 @39.00
Good:			
500-600 lbs.	36.00 @38.00	35.00 @37.00	36.00 @38.00
600-700 lbs.	35.00 @36.00	34.00 @35.00	35.00 @37.00
Standard:			
350-600 lbs.	34.00 @36.00	32.00 @35.00	33.00 @36.00
COW:			
Standard, all wts.	None quoted	29.00 @32.00	None quoted
Commercial, all wts.	.29.00 @31.00	28.00 @30.00	29.00 @33.00
Utility, all wts.	.28.00 @30.00	28.00 @29.00	28.00 @32.00
Canner-cutter	None quoted	26.00 @27.50	27.00 @31.00
Bull, util. & com'l	.32.00 @34.00	33.00 @35.00	33.00 @34.00
FRESH CALF:	(Skin-off)	(Skin-off)	(Skin-off)
Choice:			
200 lbs. down	41.00 @44.00	39.00 @41.00	40.00 @43.00
Good:			
200 lbs. down	38.00 @41.00	38.00 @41.00	37.00 @41.00
LAMB:	(Carcass):		
45-55 lbs.	45.00 @47.00	42.00 @45.00	41.00 @44.00
55-65 lbs.	43.00 @45.00	40.00 @43.00	39.00 @42.00
Choice:			
45-55 lbs.	45.00 @47.00	42.00 @45.00	41.00 @44.00
55-65 lbs.	43.00 @45.00	40.00 @43.00	39.00 @42.00
Good, all wts.	41.00 @44.00	39.00 @43.00	38.00 @41.00
MUTTON (Ewe):			
Choice, 70 lbs./down...	None quoted	None quoted	18.00 @20.00
Good, 70 lbs./down ...	None quoted	20.00 @22.00	18.00 @20.00

CHICAGO

November 5, 1957

BEEF PRODUCTS

(Frozen, carlots, lb.)
Tongues, No. 1, 100's...
Tongues, No. 2, 100's...
Hearts, regular, 100's...
Livers, regular, 35/50's
Livers, selected, 35/50's
Lips, scalded, 100's...
Lips, unscalded, 100's...
Tripe, scalded, 100's...
Tripe, cooked, 100's...
Meats, 100's...
Lungs, 100's...
Udders, 100's...

FANCY MEATS

(Icl. prices, lb.)
Veal breads, 6/12 oz.
12 oz. up
Beef livers, selected
Oxtails, ¾ lb., frozen

(Icl. prices, lb.)
Veal breads, 6/12 oz.
12 oz. up
Beef livers, selected
Oxtails, ¾ lb., frozen

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Oxtails, ¾ lb., frozen

(Icl. prices, lb.)
Veal breads, 6/12 oz.
12 oz. up</

BY-PRODUCTS...FATS AND OILS

BY-PRODUCTS MARKET

(F.O.B. Chicago, unless otherwise indicated)
Wednesday, November 6, 1957

BLOOD

Unground, per unit of ammonia, bulk 5.50@5.75n

DIGESTER FEED TANKAGE MATERIAL

Wet rendered, unground, loose:	5.75n
Med. test	5.50n
High test	5.50n

PACKINGHOUSE FEEDS

Car lots, ton	
50% meat, bone scraps, bagged	\$ 70.00@ 77.50
50% meat, bone scraps, bulk	67.50@ 72.50
60% digester tankage, bagged	72.50@ 82.50
60% digester tankage, bulk	70.00@ 77.50
80% blood meal, bagged	95.00@120.00
Steaks, bone meal, bagged specially prepared	85.00
60% steaks, bone meal, bagged..	65.00

FERTILIZER MATERIALS

Feather tankage, ground per unit ammonia	*4.50
Hoof meal, per unit ammonia	5.50

DRY RENDERED TANKAGE

Low test, per unit prot.	1.20n
Med. test, per unit prot.	1.20n
High test, per unit prot.	1.15n

GELATINE AND GLUE STOCKS

Bone stock (gelatine), ton	40.00
Cattle jaws, feet (non-gelatine), ton	18.00@23.00
Trim bone, ton	21.00@26.00
Pigskins (gelatine), cwt.	6.50@ 7.00
Pigskins (rendering), piece	15@25

ANIMAL HAIR

Winter coil dried, per ton	*55.00@65.00
Summer coil dried, per ton	*30.00@35.00
Cattle switches, per piece	3@4
Winter processed (Nov.-March)	
gray, lb.	15
Summer processed (April-Oct.)	
gray, lb.	9

*Delivered, n—nominal, a—asked.

TALLOWS and GREASES

Wednesday, November 6, 1957

River points, and at 11½c, c.a.f. Chicago, or Chicago basis. On Friday, yellow grease sold at 7½c, f.o.b. Chicago, and at 7½c, c.a.f. Chicago.

The new week started out slowly, and Monday's action was mostly a bid and offering affair, with last levels prevailing. Bleachable fancy tallow was bid at 9½@9¼c, delivered New York, and product considered. The outside price was again bid on original fancy tallow. Choice white grease, all hog, was bid at 9¾c, c.a.f. East, and at 9½c, c.a.f. Avondale. Bleachable fancy tallow was bid at 8½c, c.a.f. Chicago, with sellers quiet, and asking higher prices.

On Tuesday, edible tallow was talked at 11½c, f.o.b. River points, or ½c lower. A few tanks of edible tallow sold at 11½c, c.a.f. Chicago, also ½c down. "Status quo" best described the inedible tallow and grease market. Identical bids were reported for eastern and midwest point destinations, with offers fractionally higher. Bleachable fancy tallow was bid at 8½@9c, c.a.f. Avondale. Yellow grease was bid at 8½@8½c, c.a.f. East, the 8½c price on low acid material. Yellow grease was bid at 8½c,



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**EXCELLENCE OF SERVICE
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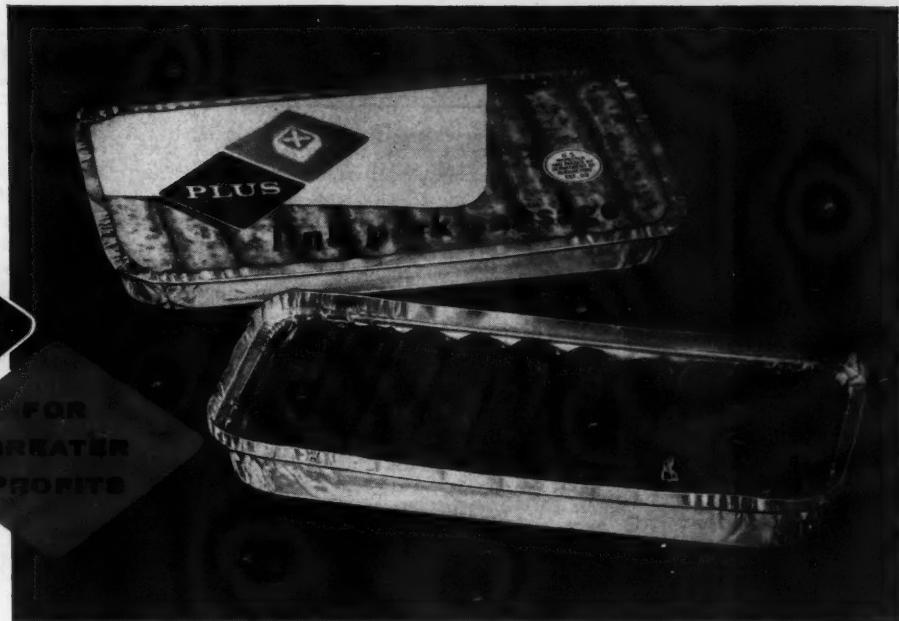
Daily Pick-up Service Provided by Fleet of Trucks from Six Strategically Located Plants:

CHICAGO	BUFFALO	Detroit	CLEVELAND	CINCINNATI	ALPHA, IA.
4201 So. Ashland Chicago 9, Illinois	P.O. Box #5 Station "A" Buffalo 6, New York	P.O. Box #329 MAIN POST OFFICE Dearborn, Michigan	P.O. Box 2218 Brooklyn Station Cleveland 9, Ohio	Lockland Station Cincinnati 15, Ohio	P.O. Box 506 Alpha, Iowa
Phone: YArds 7-3000	Phone: Filmore 0455	Phone: Warwick 8-7400	Phone: Ontario 1-9000	Phone: VAlley 1-2726	Phone: Waucoma 33

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New ideas offering new convenience to the consumer are increasing the sales and profits of many progressive packers. For example, one processor increased his sales 300% by switching to a package designed by Ekco-Alcoa Containers.

The reason is simple . . . consumers prefer the PLUS VALUE of rigid aluminum foil packages by Ekco-Alcoa Containers because they cook in them, serve in them, and dispose of them with no messy pots, pans or plates to wash. Retailers prefer them because of their easy stacking, attention-getting display value, and faster turnover.

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Wheeling, Illinois

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26 PROFITABLE
NEW PACKAGING
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cost and freight, Avondale.

Eastern inquiry at midweek helped firm the Midwest market. Bleachable fancy tallow was bid at 8½@8¾c, c.a.f. Chicago, 8¾@8¾c, c.a.f. Avondale, and 9¾@9¾c, c.a.f. New York, product considered. Choice white grease, all hog, was bid at 9¾c, c.a.f. Avondale, and 9¾c, c.a.f. East, with offers held fractionally higher. Yellow grease was bid at 8½@8¾c, c.a.f. Avondale, and at 8¾@8¾c, c.a.f. New York, depending on product. Special tallow was bid at 7¾@7¾c, c.a.f. Chicago. Edible tallow was bid early at 11½c, Chicago, but was held at 12c. Some product was available at 11¾c, f.o.b. River points, with indications that a 11½c bid would bring out some material.

TALLOW: Wednesday's quotations: edible tallow, 11½c, f.o.b. River, and 11¾c, Chicago basis; original fancy tallow, 8½@8¾c; bleachable fancy tallow, 8½@8¾c; prime tallow, 8@8¾c, special tallow, 7¾@7¾c; No. 1 tallow, 7½@7¾c; and No. 2 tallow, 7@7¾c.

GREASES: Wednesday's quotations: choice white grease, not all hog, 8½c; B-white grease, 7¾@7¾c; yellow grease, 7½@7¾c; house grease, 7@7¾c, and brown grease, 6¾@6¾c. Choice white grease, all hog, was bid at 9¾c, c.a.f. East.

EASTERN BY-PRODUCTS

New York, Nov. 6, 1957

Dried blood was quoted today at \$4.50 per unit of ammonia. Low test wet rendered tankage was listed at \$4.50 per unit of ammonia and dry rendered tankage was priced at \$1.05 per unit of protein.

N.Y. COTTONSEED OIL FUTURES

FRIDAY, NOV. 1, 1957

	Open	High	Low	Close	Prev.
Dec.	15.30	15.30	15.19	15.18b	15.33b
Jan.	15.30n	....	....	15.18n	15.33n
Mar.	15.20b	15.22	15.11	15.12b	15.24
May	15.18b	15.17	15.10	15.09b	15.21b
July	15.10b	15.10	15.08	15.00b	15.12b
Sept.	14.60b	....	....	14.55b	14.70b

Sales: 199 lots.

MONDAY, NOV. 4, 1957

	Open	High	Low	Close	Prev.
Dec.	15.18b	15.30	15.28	15.30b	15.18b
Jan.	15.18n	....	....	15.30n	15.18n
Mar.	15.17	15.25	15.17	15.25	15.12b
May	15.12b	15.21	15.18	15.22b	15.08b
July	15.00b	15.11	15.10	15.11b	15.00b
Sept.	14.55b	....	....	14.60b	14.55b

Sales: 65 lots.

TUESDAY, NOV. 5, 1957

	Open	High	Low	Close	Prev.
Dec.	15.30b	15.47	15.33	15.43b	15.30b
Jan.	15.30n	....	....	15.43n	15.30n
Mar.	15.25b	15.40	15.27	15.35b	15.25
May	15.26	15.35	15.25	15.32b	15.22b
July	15.10b	15.28	15.20	15.20b	15.11b
Sept.	14.60b	....	....	14.70b	14.60b

Sales: 135 lots.

WEDNESDAY, NOV. 6, 1957

	Open	High	Low	Close	Prev.
Dec.	15.50	15.61	15.48	15.59b	15.43b
Jan.	15.50n	....	....	15.59n	15.43n
Mar.	15.40	15.50	15.40	15.48	15.35b
May	15.35	15.46	15.35	15.44	15.32b
July	15.22b	15.34	15.25	15.38	15.20b
Sept.	14.60b	....	....	14.70b	14.70b

Sales: 306 lots.

HIDES AND SKINS

Action in big packer hides brisk late Tuesday, with fractional markdowns on most selections—Nominal quotations on small packer and country hides in the absence of sufficient sales—Calfskin and kip skin trade quiet, with nominal prices listed—Sheepskin market steady in light selling.

CHICAGO

PACKER HIDES: Late Tuesday afternoon, confirmations of trading and Wednesday follow-up activity made up an estimated 70,000 pieces, mostly at ½c lower prices. Action gained momentum late Tuesday. Heavy native steers sold ½c lower at 10½c for Rivers and at 11c for short rate points. Butt-brands and Colorado sold ½c lower at 9c and 8½c respectively. Heavy Texas steers sold at 9c, also ½c lower.

Interest in cows covered all three selections and all at ½c lower prices. Heavy native cows sold at 11c, all points, light native cows at 13½c for Northerns and at 16c for Rivers. Branded cows at 10c for Northerns and Rivers and at 11c for Southwesterns. Other selections were quoted ½c lower on a nominal basis, including ex-light native steers at 19@19½c, light Texas and ex-lights at 12c and 16c respectively. Native and branded bulls sold at 7@8c and 6@7c, respectively.

SMALL PACKER AND COUNTRY HIDES: A quiet market in these selections during the week, with the 60-lb. average quoted nominally at 9c and the 50-lb. at 11½c nominal. Calfskins, all weights, were quoted at 27@29c, and kip skins at 23@24c, both nominal.

CALFSKINS AND KIPSKINS: The

VEGETABLE OILS

Wednesday, November 6, 1957

Crude cottonseed oil, f.o.b.	Open	High	Low	Close
Valley	12.15b	12.15	12.00	11.95b-12.00
Southeast	11.75b	11.75	11.65	11.65b
Texas	11.75b	11.75	11.65	11.75b
Cook oil in tanks, f.o.b. mills	14	14	14	14
Soybean oil, f.o.b. Decatur	11½	11½	11½	11½
Peanut oil, f.o.b. mills	15%	15%	15%	15%
Cocoanut oil, f.o.b. Pacific Coast	13a	13a	13a	13a
Cottonseed foots:				
Midwest and West Coast	2%	2%	2%	2%
East	2%	2%	2%	2%

OLEOMARGARINE

Wednesday, November 6, 1957

White, dom. vegetable (30-lb. carton)	27
Yellow quarters (30-lb. cartons)	28
Milk churned pastry (30-lb. cartons)	26
Water churned pastry (30-lb. cartons)	25
Bakers, drums, ton lots	21½

OLEO OILS

Wednesday, November 6, 1957

Prime oleo stearine (slack barrels)	14½@14½c
Extra oleo oil (drums)	18%@19
Prime oleo oil (drums)	18%@18½

n—nominal, a—asked, b—bid, pd—paid.

calfskin and kip skin market was quiet, with no trading reported, and prices continued to be quoted nominally at last week's levels. Northern calfskins 10/15-lb. average were quoted at 45c nominal, with the 10/down's at 41½c nominal. Northern kip skins in the 15/25 range were quoted at 32c nominal, as were the 25/30's at 30c.

SHEEPSKINS: The market for shearlings was mostly steady. No. 1's were quoted at 2.00@3.50 nominal, No. 2's, 1.50@2.00 nominal, and No. 3's, .75@1.00 nominal. Fall clips ranged from 2.50@3.75 nominal, and dry pelts, at 26@27c nominal.

CHICAGO HIDE QUOTATIONS

PACKER HIDES

	Wednesday, Nov. 6, 1957	Cor. date
Lgt. native steers	.15@15½b	15@15½b
Hvy. nat. steers	.10@11	12½@13
Ex. nat. nat. steers	.19@10½	19@10
Butt-brands	9	70%
Colorado steers	8½	10%
Hvy. Texas steers	9	70%
Light Texas steers	12a	13a
Ex. lgt. Texas steers	16a	16½a
Heavy native cows	11	12½@13
Light nat. cows	13½@16	15@16½
Branded cows	10@11	11@12
Native bulls	7@8	9@9½
Branded bulls	6@7n	8@8½n
Calfskins:		
Northerns, 10/15 lbs.	45n	47½@50
10 lbs./down	41½n	40
Kips, Northern native,	15/25 lbs.	32n

SMALL PACKER HIDES

STEERS AND COWS:	60 lbs. and over	50 lbs.
	9n	10½n

SMALL PACKER SKINS

Calfskins, all wts.	27	29n	32	34n
Kipskins, all wts.	23	24n	23	24n

SHEEPSKINS

Packer shearlings:	No. 1	2.00@3.50n	2.00@3.50n
Dry Peels	26@27n	24@25	
Horseshides, untrim.	8.00@8.50n	9.00@9.50n	
Horseshides, trim.	7.25@7.50n		

N.Y. HIDE FUTURES

FRIDAY, NOV. 1, 1957

Open	High	Low	Close
Jan. 12.15b	12.15	12.00	11.95b-12.00
Apr. 11.75b	11.75	11.65	11.65b
July 11.90b	11.90	11.90	11.75b
Oct. 12.00b	12.05	12.05	12.00b
Jan. 12.05b	....	....	12.10b
Apr. 12.10b	....	....	12.15b

Sales: 18 lots.

MONDAY, NOV. 4, 1957

Jan.	11.80b	12.00	11.90	12.00
Apr.	11.60b	11.65	11.55	11.65
July	11.70b	11.81	11.73	11.80-11.85
Oct.	12.00b	12.00	12.00	11.90-12.05
Jan.	12.05b	....	....	12.00b
Apr.	12.10b	....	....	12.05b

Sales: 25 lots.

TUESDAY, NOV. 5, 1957

Commodity Exchange closed	No trading in hide futures
WEDNESDAY, NOV. 6, 1957	

Jan.	11.90b	11.74	11.70	12.05b
Apr.	11.80b	12.08	12.08	12.00b
July	11.70b	11.90	11.90	11.85-12.00
Oct.	12.00b	....	....	12.00b
Jan.	12.00b	....	....	12.00b
Apr.	12.30a	....	....	12.35a

Sales: 17 lots.

THURSDAY, NOV. 7, 1957

Jan.	11.95b	12.10	12.10	12.10
Apr.	11.86b	11.85	11.82	11.80-12.00
July	11.80b	12.08	12.08	12.00-12.05
Oct.	11.90b	....	....	12.10b
Jan.	12.00b	....	....	12.20b
Apr.	12.00b	....	....	12.30b

Sales: eight lots.

LIVESTOCK MARKETS...Weekly Review

Nine-Month Cattle Marketings Through Yards Below 1956

While the number of cattle butchered in the United States the first nine months of 1957 was larger than in the same period of last year, public stock yards in the U. S., handled fewer of the animals than in 1956, a survey of livestock movement shows.

In the nine months the 60 public stock yards in this country received a total of 15,518,681 cattle, including "through" shipments and stock sent directly to packers, a decrease of 8.4 per cent from 16,950,801 received in the same period of 1956.

The number of salable cattle at 13,160,182 head was down 986,578 head, or 7 per cent from 1956. Meanwhile, the number of cattle received at the Chicago Stock Yards for the period through September at 1,909,064 showed a gain of nearly 6 per cent over the 1,807,191 received in the same period of last year.

It was explained that the reason for the gain in Chicago receipts is the dependable outlet here for Choice and Prime steers which make up a large share of receipts. Receipts of other livestock were down, even at the Chicago Stock Yards.

Local slaughter of cattle at 60 public stock yards numbered 8,969,798 head, or 493,449 (5.2 per cent) fewer than last year.

In the nine months, about 7.5 per cent fewer hogs were killed over the country than in 1956. Yet, total receipts of hogs at the public stock yards were off by 12 per cent, salable down by about 12 per cent and local slaughter off 10 per cent.

In sheep and lambs, slaughter was down by about 4 per cent, with total receipts at public stock yards off 14.1 per cent, salable down 6.4 and local slaughter off 11.6 per cent.

North Carolina Cattlemen Will Conduct Referendum

North Carolina's state board of agriculture has authorized the North Carolina Cattlemen's Association to conduct a referendum among cattle growers of the state on a self-assessment program to raise funds to promote the sale of beef.

If two-thirds of the cattle growers approve, they would be assessed 10¢ for every head of cattle moving through slaughterhouses in the state. Request for permission to conduct the referendum was presented to the board on behalf of the cattlemen's association by its president, Fred Bahnsen of Winston-Salem.

A North Carolina law authorizes representative groups of agricultural producers to raise funds for promotion of their products through self-assessment approved by two-thirds of those voting in grower referendums. Before conducting such a referendum, the sponsoring group must be certified by the state agriculture board as representative in its field.

ST. LOUIS HOGS IN OCT.

Hog receipts, weights and range of prices at the St. Louis NSY were reported by H. L. Sparks & Co.

	October	1956
Hogs received	279,829	314,122
Highest top price	\$19.25	\$17.15
Lowest top price	16.75	15.25
Average price	17.37	15.91
Average weight, lbs.	219	218

Lamb Feeders Meet Dec. 10-11

Members of the National Lamb Feeders Association will hold their annual meeting in Omaha on December 10 and 11. Representatives of every branch of the sheep business are expected to attend.

Bull Performance Testing Under Way In Kentucky

Performance testing of beef bulls—to pick animals with fast-gaining abilities because they apparently can pass this factor on to their progeny—is a project under way in Kentucky. George Pendergrass, agricultural extension beef specialist, has revealed.

Performance testing was started because many stock authorities believe breeding for conformation, etc., has gone about as far as it can go. Some beef breeds also have started herd classification programs.

In four beef bull performance tests at the University of Kentucky, rate and economy of gain were found to be closely correlated. The most efficient bull in the tests made a lb. of gain on 5.91 lbs. of feed, while the least efficient required 11.88 lbs.

Some of the performance-tested bulls have been mated to uniform groups of beef cows and their steer progeny are now being fattened.

Measure Bacon On Live Hogs With Sonar In W. Germany

Echo sounding, normally used to measure the depth of the sea, can be adapted for measuring the thickness of bacon on live hogs, the West German Pig Breeders association says.

Three experts who tried out the system on 137 swine said it was accurate enough for breeding and economic purposes, simple to carry out and painless for the animals.

Echo sounding, or sonar, works by means of supersonic impulses which penetrate the bacon and bounce back from the bones. An instrument measures the time it takes an impulse to return from its starting point. The longer the impulse interval, the thicker the bacon, it was pointed out.

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PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, November 2, 1957, as reported to The National Provisioner:

CHICAGO

Armour, 8,688 hogs; shippers, 15,389 hogs; and others, 19,928 hogs. Totals: 25,978 cattle, 669 calves, 44,005 hogs and 5,774 sheep.

KANSAS CITY

Cattle Calves Hogs Sheep
Armour 2,711 460 2,680 1,476
Swift 2,519 842 6,036 1,482
Wilson 1,453 4,649
Butchers 4,649 1,590
Others 500 1,440 1,015
Totals. 11,832 1,302 16,320 4,385

OMAHA

Cattle Calves Hogs Sheep
Armour 5,983 7,114 2,205
Cudahy 3,559 6,065 1,636
Swift 4,340 7,271 2,581
Wilson 2,886 4,443 1,017
Neb. Beef 425
Am. Stores 880
Cornhusker 1,165
O'Neill 1,330
R. & C. 831
Gr. Omaha 887
Motorschl. 1,284
Roth 1,345
Union 650
Others 880
Totals 28,538 33,504 6,839

N. S. YARDS

Cattle Calves Hogs Sheep
Armour 3,136 938 9,367 1,267
Swift 3,859 1,501 11,916 2,603
Hunter 1,486 8,885
Hell 1,622 6,962
Krey
Totals. 8,481 2,439 38,752 3,870

ST. JOSEPH

Cattle Calves Hogs Sheep
Swift 3,434 292 13,180 3,857
Armour 3,635 118 7,854 3,771
Others 5,322 98 2,942 . . .
Totals* 12,391 508 23,476 7,628

*Do not include 141 cattle, 1 calf, 7,811 hogs and 8,331 sheep direct to packers.

SIOUX CITY

Cattle Calves Hogs Sheep
Armour 2,983 7,529 1,803
Swift 3,768 3,600 2,230
S.C. Dr.
Beef 4,657
Raskin 919
Butchers 453 7 20,174 2,497
Others 9,030 491
Totals. 21,810 498 31,309 6,530

WICHITA

Cattle Calves Hogs Sheep
Cudahy 1,175 317 2,331 . . .
Dunn 79
Sunflower 30
Dold 78 451 . . .
Excel 790
Armour 374 . . .
Swift 350 550 . . .
Others 3,333 48 1,194
Totals. 5,485 317 2,625 2,118

OKLAHOMA CITY

Cattle Calves Hogs Sheep
Armour 1,620 106 423 310
Wilson 2,257 261 453 216
Others 2,900 468 1,182 . . .
Totals. 6,777 835 2,068 526

*Do not include 1,400 cattle, 210 calves, 9,414 hogs and 1,851 sheep direct to packers.

LOS ANGELES

Cattle Calves Hogs Sheep
Cudahy 432 . . .
Swift 16 8
Com'l 838
Atlas 710
Ideal 564
United 548 2 400 . . .
Goldring 395
Survall 274
Union 222
Century 274
Others 1,726 232 391 . . .
Totals. 5,567 242 932 . . .

DENVER

	Cattle	Calves	Hogs	Sheep
Armour	695	... . . . .	3,783	
Swift	1,422	99	3,489	3,911
Cudahy	915	10	4,191	196
Wilson	687	... . . . .	3,171	
Others	6,804	49	2,048	432
Totals. 10,523	158	9,728	11,493	

CINCINNATI

	Cattle	Calves	Hogs	Sheep
Gall	429	23	... . . . .	220
Schnlaefer	5,634	834	13,263	1,778
Others	6,063	... . . . .	... . . . .
Totals. 6,063	867	13,253	1,998	

ST. PAUL

	Cattle	Calves	Hogs	Sheep
Armour	6,309	4,876	17,922	4,656
Bartusch	1,345	... . . . .	... . . . .
Rifkin	942	26	... . . . .
Superior	2,437	... . . . .	... . . . .
Swift	5,658	2,980	27,774	5,362
Others	4,389	5,678	9,070	1,123
Totals. 21,090	13,560	55,666	11,141	

FORT WORTH

	Cattle	Calves	Hogs	Sheep
Armour	639	895	1,132	983
Swift	1,495	1,606	966	356
City	485	... . . . .	52	
Rosenthal	124	20	... . . . .	1
Totals. 2,743	2,521	2,150	1,340	

TOTAL PACKER PURCHASES

Week	Same	ended	Prev. week	week
Nov. 2	Nov. 2	week	week	1956
Cattle	167,268	170,628	191,775	
Hogs	273,978	287,191	349,651	
Sheep	63,642	66,467	58,383	

CORN BELT DIRECT

TRADING

Des Moines, Nov. 6—Prices on hogs at 16 plants and about 30 concentration yards in interior Iowa and southern Minnesota were quoted by the USDA as follows:

Barrows, gilts, U.S. No. 1-3:
160-180 lbs. None quoted
180-200 lbs. \$14.25@16.25
200-220 lbs. 15.35@16.65
220-240 lbs. 15.05@16.65
240-270 lbs. 14.65@16.25
Sows, U.S. No. 1-3:
270-330 lbs. 14.35@15.85
330-400 lbs. 13.85@15.35
400-550 lbs. 12.50@14.75

Corn belt hog receipts, as reported by the USDA:

This week	Last week	Last year
est.	actual	actual
Oct. 31	67,500	55,500
Nov. 1	62,000	47,000
Nov. 2	60,000	35,500
Nov. 4	83,000	68,000
Nov. 5	51,000	73,000
Nov. 6	60,000	73,500

LIVESTOCK PRICES AT INDIANAPOLIS

Livestock prices at Indianapolis on Wednesday, Nov. 6 were as follows:

CATTLE:

	Cwt.
Steers, gd. & ch.	\$21.50@25.50
Steers, std. & gd.	17.50@22.00
Heifers, gd. & ch.	20.50@24.00
Cows, util. & com'.	13.00@15.00
Cows, can. & cut.	10.0@12.00
Bulls, util. & com'.	16.0@18.00
Bulls, can. & cut.	12.50@16.00

VEALERS:

Choice & prime	cwt.
...	27.00@28.50
Good & choice	24.00@27.50

HOGS:

U.S. No. 1-3:	cwt.
120/160 lbs.	14.75@16.00
160/180 lbs.	16.00@16.75
180/200 lbs.	16.75@17.25
200/220 lbs.	16.75@17.35
220/240 lbs.	16.75@17.35
240/270 lbs.	16.50@17.15
270/300 lbs.	16.25@16.50
Sows, U.S. No. 1-3:	
180/230 lbs.	15.75@16.25
330/450 lbs.	14.50@15.75

LAMBS:

Good & choice	cwt.
...	19.50@21.00
Utility & good	17.00@19.50

WEEKLY INSPECTED SLAUGHTER

Slaughter of livestock at major centers during the week ended Nov. 2, 1957 (totals compared) was reported by the U. S. Department of Agriculture as follows:

	Cattle	Calves	Hogs	Sheep & Lambs
Boston, New York City Area ¹	16,882	11,973	58,132	49,90
Baltimore, Philadelphia	9,459	1,108	26,227	4,28
Cin., Cleve., Detroit, Indpls.	23,097	8,046	113,473	15,54
Chicago Area ²	27,045	10,869	44,883	1,12
St. Paul-Wis. Areas ³	36,111	33,597	120,319	28,63
St. Louis Area ⁴	17,400	5,694	84,654	7,68
Sioux City-S.D.	19,389	5,578	112,98	11,23
Omaha-Area ⁵	32,266	602	91,640	11,76
Kansas City	13,854	3,407	36,525	7,62
Iowa-So. Minnesota ⁶	28,468	14,258	295,128	28,67
Louisville, Evansville, Nashville	13,844	9,135	45,806	5,01
Memphis	13,844	9,135	45,806	5,01
Georgia-Alabama Area ⁷	9,161	5,500	29,396	3,66
St. Joseph, Wichita, Okla. City	18,449	3,905	49,338	5,66
Ft. Worth, Dallas, San Antonio	12,887	8,592	20,643	2,67
Denver, Ogden, Salt Lake City	15,298	730	14,766	2,107
Los Angeles, San Fran. Areas ⁸	25,126	2,701	28,494	3,18
Portland, Seattle, Spokane	6,453	589	15,063	2,01
Grand totals	325,169	120,506	1,136,065	22,76
Total same week 1956	350,465	147,153	1,387,100	28,72

¹Includes Brooklyn, Newark and Jersey City. ²Includes St. Paul, St. Paul, Minn., and Madison, Milwaukee, Green Bay, Wis. ³Includes St. Louis National Stockyards, E. St. Louis, Ill., and St. Louis, Mo. ⁴Includes Sioux Falls, Huron, Mitchell, Madison and Watertown, S.Dak. ⁵Includes Lincoln and Fremont, Nebr., and Glenwood, Iowa. ⁶Includes Albert Lea, Austin and Winona, Minn., Cedar Rapids, Davenport, Des Moines, Dubuque, Esterville, Fort Dodge, Marshalltown, Mason City, Tipton, Storm Lake and Waterloo, Iowa. ⁷Includes Birmingham, Dothan, and Montgomery, Ala., Albany, Atlanta, Moultrie, Thomasville and Tifton, Ga. ⁸Includes Los Angeles, San Francisco, So. San Francisco and San Jose and Vallejo, Calif.

LIVESTOCK PRICES AT 11 CANADIAN MARKETS

Average prices per cwt. paid for specific grades of steers, calves, hogs and lambs at 11 leading markets in Canada during the week ended Oct. 26, compared with the same week in 1956, was reported to the Provisioner by the Canadian Department of Agriculture as follows:

GOOD STEERS	UP to 1000 lbs	VEAL CALVES		HOOS ¹ Grade B ²	LAMBS Grade Good
		Good	Bad		
Stockyards	1957	1956	1957	1957	1957
Toronto	\$17.08	\$19.37	\$25.60	\$24.31	\$20.50
Montreal	16.25	18.10	23.39	27.50	28.90
Winnipeg	14.40	18.25	22.50	19.22	17.75
Calgary	14.40	18.71	15.35	15.33	21.25
Edmonton	15.50	18.00	16.75	24.30	16.80
Lethbridge	16.75	17.25	15.50	20.00	17.25
Pt. Albert	15.50	17.25	16.00	23.75	15.50
Moose Jaw	15.80	17.75	15.25	20.00	16.30
Saskatoon	15.75	17.25	16.00	23.60	15.80
Regina	15.75	18.00	17.00	21.50	15.75
Vancouver	15.70	18.55	21.00	21.00	19.25

¹Canadian government quality premium not included.

SOUTHERN RECEIPTS

Receipts of livestock at six southern packing plant stockyards located in Albany, Moultrie, Thomasville, Tifton, Georgia; Dothan, Alabama and Jacksonville, Florida, during the week ended November 1:

	Cattle	Calves	Hogs
Week ended November 1	3,187	1,232	17,62
Week previous (five days)	3,154	1,138	17,55
Corresponding week last year	3,306	1,466	20,35

LIVESTOCK PRICES AT ST. JOSEPH

Livestock prices at St. Joseph on Wednesday, Nov. 6 were as follows:

	Cattle
Steers, prime	None qtd.
Steers, choice	\$23,000@25.00
Steers, good	20,500@22.50
Heifers, gd. & ch.	22,000@22.50
Heifers, ch. & pr.	22,25@22.75
Cows, util. & com'l.	12,00@16.50
Cows, can. & cut.	10,00@12.50
Bulls, util. & com'l.	16,00@18.00
Bulls, can. & cut.	12,00@18.00
Bulls, cut. & com'l.	14,00@18.00
Bulls, good (beef)	None quoted
HOGS, U.S. No. 1-3:	
180/200 lbs.	15.85@16.50
200/220 lbs.	16.00@16.75
220/240 lbs.	16.00@16.50
240/270 lbs.	15.85@16.50
Sows, U.S. No. 1-3:	
270/300 lbs.	15.50@15.75
360/450 lbs.	14,75@15.50
LAMBS:	
Good & choice	21.00@21.75
Utility & good	20.00@21.00

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER, showing the number of livestock slaughtered at 13 centers for the week ended Nov. 2, 1957, compared:

CATTLE

	Week ended	Cor.	Prev. week	Nov. 2 week	1956
Chicago	25,978		25,696	21,002	
Kan. City	13,134		14,114	24,901	
Omaha*	4,638		4,620	29,074	
N. Y. S. Yards	8,481		11,469	14,422	
St. Joseph	12,139		11,190	12,741	
Saint Louis	14,879		13,351	12,822	
Wichita†	3,508		2,723	7,337	
New York & Jer. City†	17,496		11,038		
Oklahoma City	9,222		7,888	15,318	
Cincinnati	5,179		4,218	5,304	
Denver	15,195		11,320	21,322	
St. Paul	16,691		17,249	18,735	
Milwaukee	5,259		4,764	5,127	
Totals	134,301		146,098	198,843	

HOGS

	Oct. 31	Nov. 1	Nov. 2	Nov. 3	Nov. 4	Nov. 5	Nov. 6	Nov. 7	Nov. 8	Nov. 9	Nov. 10	Nov. 11	Nov. 12	Nov. 13	Nov. 14	Nov. 15	Nov. 16	Nov. 17	Nov. 18	Nov. 19	Nov. 20	Nov. 21	Nov. 22	Nov. 23	Nov. 24	Nov. 25	Nov. 26	Nov. 27	Nov. 28	Nov. 29	Nov. 30							
Chicago	28,616	32,435	34,911																																			
Kan. City	16,320	13,216	17,100																																			
Omaha*	13,073	11,823	69,268																																			
N. Y. S. Yards	38,752	38,654	52,468																																			
St. Joseph	28,355	25,304	41,790																																			
Saint Louis	15,805	17,781	26,222																																			
Wichita†	13,916	11,822	13,044																																			
New York & Jer. City†	58,287	63,406																																				
Oklahoma City	11,472	12,331	18,816																																			
Cincinnati	12,120	13,467	13,587																																			
Denver	8,015	12,472	7,558																																			
St. Paul	45,696	51,907	66,952																																			
Milwaukee	5,991	6,091	6,019																																			
Totals	238,131	305,584	430,054																																			

SHEEP

	Oct. 31	Nov. 1	Nov. 2	Nov. 3	Nov. 4	Nov. 5	Nov. 6	Nov. 7	Nov. 8	Nov. 9	Nov. 10	Nov. 11	Nov. 12	Nov. 13	Nov. 14	Nov. 15	Nov. 16	Nov. 17	Nov. 18	Nov. 19	Nov. 20	Nov. 21	Nov. 22	Nov. 23	Nov. 24	Nov. 25	Nov. 26	Nov. 27	Nov. 28	Nov. 29	Nov. 30							
Chicago	5,774	7,161	7,952																																			
Kan. City	4,385	2,948	6,520																																			
Omaha*	1,076	1,976	11,322																																			
N. Y. S. Yards	3,870	4,098	5,108																																			
St. Joseph	7,614	6,860	8,050																																			
Saint Louis	3,057	3,820	3,834																																			
Wichita†	924	...	1,602																																			
New York & Jer. City†	43,242	51,947																																				
Oklahoma City	2,377	1,930	5,412																																			
Cincinnati	11,454	22,520	14,503																																			
Denver	10,018	8,844	11,250																																			
St. Paul	1,403	1,740	2,004																																			
Totals	55,516	105,486	129,926																																			

*Cattle and calves
federally inspected
including directs.

**Stockyards sales for local
slaughter. \$Stockyards receipts for
local slaughter, including directs.

CANADIAN KILL

Inspected slaughter of
livestock in Canada for
week ended Oct. 26:

CATTLE

	Week ended Oct. 26	Same week
Totals	48,018	44,664

HOGS

	Western Canada	Eastern Canada
Totals	107,938	114,662

All hog carcasses graded

117,506 123,697

SHEEP

	Western Canada	Eastern Canada
Totals	22,413	28,130

None quoted

3,006@25.00

5,066@23.00

2.25@16.75

9.00@22.25

3.00@17.75

1.06@18.00

4.00@18.00

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EDWARD KOHN Co.

3845 EMERALD AVE., CHICAGO 9, ILL., Phone: Yards 7-3134

SPECIALIZING IN
BONELESS VEAL
 WISCONSIN MILK FED
LEGS - CLODS - ROLLS
 STRIPS — CARCASS
 •
 CUSTOM PACKING FOR
 FROZEN FOOD PROCESSORS
 •
 LTL ORDERS INVITED

EDWARD KOHN CO.
For Tomorrow's Business

CLASSIFIED ADVERTISING

Undisplayed: set solid. Minimum 20 words, \$5.00; additional words, 20c each. "Position Wanted," special rate; minimum 20 words, \$3.50; additional words, 20c

each. Count address or box numbers as 8 words. Headlines, 75c extra. Listing advertisements, 75c per line. Displayed, \$1.00 per inch. Contract rates on request.

POSITION WANTED

BUYER-Sales Manager, Assistant to president or Manager; 18 years' experience: procurement, sales, administrative duties, familiar with plant operations, meats, seafoods, poultry, frozen foods. W-435, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

BEEF MAN or CATTLE BUYER: Experienced in cooler, plant operations and buying. Working knowledge of pork products. Animal Science degree. Age 33. Married. W-430, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

MANAGER-SUPERINTENDENT: Large or small plant. Practical, efficient. Livestock, production, sales, etc. Excellent references. W-416, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SUPERINTENDENT: 30 years' experience in all phases of meat packing industry. References furnished. Will locate anywhere. W-419, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

BEEF DEPARTMENT MANAGER: Well qualified. Familiar with boning and breaking operations. Available soon. Interested only above-average proposition. W-420, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

BROKERS: Well versed in beef, pork, provisions, poultry, seafoods, equipment, administrative ability. W-434, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

MERCHANDISING SALES EXECUTIVE

Proven results. Profits increased on each route from \$500 to \$7500 per year. Age 39. Married. References. W-415, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HELP WANTED

FOOD TECHNOLOGIST

Excellent opportunity for food technologist or food chemist, with Ph.D. or equivalent training, and at least 3 years experience—preferably in the meat-processing field. Work will include (but not limited to) research and development of products used in meat-processing. This is a permanent position offering wide scope for application of initiative and originality with good prospects for advancement in an established, progressive firm. Liberal salary, commensurate with qualifications, plus valuable employee benefits. Location N. Y. City area. Write in confidence, giving full details of education, experience and personal data.

W-431, THE NATIONAL PROVISIONER
 527 Madison Ave. New York 22, N.Y.

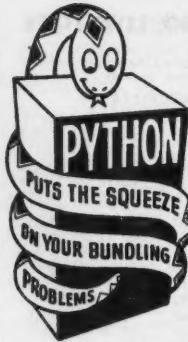
SALESMAN FOR EASTERN TERRITORY

Wanted by Chicago equipment manufacturer. Man we desire should have proven experience in selling specialized capital equipment to meat packers and sausage manufacturers. He needs to live in eastern section of United States, be able to travel, and capable of earning above \$20,000.00 annually. In reply give full particulars, including age, experience, latest earnings and when available. All replies kept confidential.

W-436, THE NATIONAL PROVISIONER
 15 W. Huron St. Chicago 10, Ill.

PACKING SUPERVISOR: Very progressive east-

ern packing company is looking for a man 25 to 45 years of age with experience on franks and sliced lunch meat pre-packaged line. This is a large producing plant and presents a challenge for the right man. Only experienced men with good references need apply for this position. Good starting salary. All replies will be strictly confidential. W-437, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.



BULK RUBBER BANDS

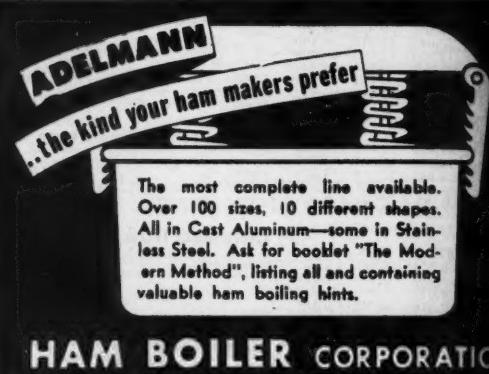
Shipped All Over the World
 to Packers and Processors

25, 50 and 250 lbs. and over
 Lengths 7 to 10 inches—
 widths 1/16 to 1/2 inch

YOUR BEST BUY . . . for economic Wrapping and Bundling:
 Improved Heavy Duty BUTYL

PYTHON RUBBER BANDS
 Write for Samples and Price Catalog

BERMAN RUBBER CO.
 P.O. Box 21, Rochester 17, New York



The most complete line available.
 Over 100 sizes, 10 different shapes.
 All in Cast Aluminum—some in Stainless Steel. Ask for booklet "The Modern Method", listing all and containing valuable ham boiling hints.

HAM BOILER CORPORATION
 OFFICE AND FACTORY, PORT CHESTER, N. Y.

Unless Specifically Instructed Otherwise, All Classified Advertisements Will Be Inserted Over a Blind Box Number.

CLASSIFIED ADVERTISING PAYABLE IN ADVANCE
 PLEASE REMIT WITH ORDER.

HELP WANTED

EXPANDING SALES DEPARTMENT

Manufacturer of seasonings, spices, additives, etc. is desirous of hiring two men for new territories:
 1. Eastern Michigan, Northern Ohio, New York State and Pennsylvania.
 2. Missouri, Kansas, Nebraska and Oklahoma. Liberal drawing account and bonus arrangement. Experience helpful but not necessary. Will take personnel.

W-420, THE NATIONAL PROVISIONER
 15 W. Huron St.

SAUSAGE SUPERINTENDENT: Well established eastern meat packer has an opening for a sausage superintendent with proven ability to produce a high volume of sausage products under "BAI" inspection. Must know all phases of sausage making and processing, salary no object. State age, experience and reference. All replies strictly confidential. W-439, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

WORKING FOREMAN: For beef kill floor, work in central New York state area. Our men average approximately 150 cattle per day. Some experience, age, expected wage and full particulars as to references etc. W-444, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

CASING FOREMAN: For midwestern independent packer. Must know hog and beef casing selection and grading. State age, reference, experience and expected salary in reply. W-441, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SAUSAGE FOREMAN: Experienced man needed to take full charge of department for manufacture of quality product. Minnesota packer. No qualifications and age. Replies strictly confidential. W-432, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PRACTICAL HOG CASING FOREMAN: For modern hog killing plant with capacity up to 1000 hogs per hour. Operations to start within 4 weeks. SIOUX CITY DRESSED PORK, Inc., 1200 Bluff Road, Sioux City, Iowa.

